A UNITED STATES
DEPARTMENT OF
COMMERCE
PUBLICATION

Incorporating *International Commerce*

MAY 1, 1972

Commerce Today

Coming Developments in Business and Technology

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U.S. INDUSTRIAL OUTLOOK

FROM THE SECRETARY

Japan: A Travel Market To Tap

(This column was written by C. Langhorne Washburn, Assistant Secretary for Tourism, director of the United States Travel service.)

Recently, the vice president of a West Coast convention and visitors bureau came to me with a question. "We'd like to get into the VISIT USA market," he said. "But where do we start? We can't afford to jump in on a grand scale, but we know we should be doing something."

My reply was, "Yes, you *should* be in the VISIT USA market; it's worth billions of dollars and millions of people. Last year, the U.S. earned $2.6 billion from 13.8 million foreign visitors.

"But if you aren't ready to mount a global campaign, why not start with the Japanese market."

Japan today is a travel market to tap.

- VISIT USA traffic from Japan has grown at an average annual rate of 42 percent since 1965.
- 311,066 Japanese visited the U.S. or its territories last year.
- Between 434,000 and 450,000 Japanese are expected to visit the U.S. this year.
- Before the year is out, Japan will probably nose out the U.K. as the U.S.' number one source of overseas visitors.

Research indicates that this growth market is already highly promotable. An estimated 7.2 million Japanese can afford VISIT USA travel.

But the Japanese VISIT USA market isn't a ripe plum, ready to drop. Like all foreign visitors, Japanese have special travel needs and preferences. To win more of their business, the U.S. must meet more of their needs.

Many older Japanese speak no English and prefer to visit the U.S. as part of a group. U.S. travel-suppliers interested in Japanese VISIT USA business would be well-advised to develop tailored services for groups of Japanese vistors—special meal packages, for example. And more relevant city tours—tours that show the lifestyle of the host city.

Most foreign visitors don't care how many billions of nails it took to build St. Patrick's Cathedral. They want to know how the people of the U.S. *live*.

They want to do this inclusively. Foreign visitors on group tours, including Japanese, expect at least some meals to be included in the package. The hotel tour manager who wants more Japanese group business will develop modestly-priced, limited menu-type meals. He will attract Japanese guests by giving them an alternative to a la carte prices. And he will keep them, and their business, in his hotel.

Getting a toe-hold in the Japanese VISIT USA market will require effort. Competition for the Japanese travel dollar is formidable and growing. Thirty international airlines now operate to, and from, Japan. Only two are U.S. carriers, and those two serve and promote destinations outside, and beyond, Japan. But the reward is worth the risk.

Langhorne Washburn

Commerce Today

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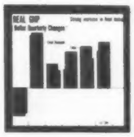
Vol. II, No. 15, May 1, 1972



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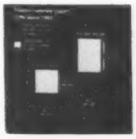
GNP figures show vigorous expansion in final demand, indicating the growth target for 1972 will be achieved; homebuilding and plant and equipment investment were the strongest sectors in first quarter.



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COVER: *The U.S. industrial outlook for the remaining eight years of this decade is expected to be a spiralling upward of the growth of the nation's manufactures, according to the Bureau of Domestic Commerce. See story Page 4.*

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Published biweekly by the U.S. Department of Commerce, Washington, D.C.

Annual subscription rate $15 ($3.75 additional for foreign mailing, $14.30 additional for domestic air mailing). Single copy 60 cents. Make checks or money orders payable to Superintendent of Documents and mail to Superintendent, U.S. Government Printing Office, Washington, D.C. 20402, or to any U.S. Department of Commerce Field Office.

All subscription inquiries and address changes should be sent to the Superintendent of Documents, at the above address. This is the central distribution agency for U.S. Government publications.

Microfiche copy available at 95 cents per issue from National Technical Information Service, Springfield, Virginia, 22151.

Other inquiries should be sent to the U.S. Department of Commerce, 14th Street and Constitution Avenue, Washington, D.C., 20230.

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ECONOMIC
HIGHLIGHTS

Gains In GNP Reflect Strong Demand As Housing, Plant-Equipment Set Pace

Economic Highlights is prepared by Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

The economy continued to expand at a rapid rate in the first quarter of 1972, and the strong demand mirrored in the Gross National Product figures indicates that the Administration's growth target for the year will be achieved. Homebuilding and business plant and equipment investment were stronger than expected and they counterbalanced only moderate growth in consumer spending and lack of inventory building.

Real GNP growth in the first quarter of 5.3 percent at an annual rate compares with 5.8 percent in the previous quarter and the goal for the year of 6 percent. However, the figures on final demand show an accelerating rate of expansion—from 4.2 percent in the fourth quarter to 6.3 percent in the January-March period. The difference was in inventory accumulation, which was virtually unchanged compared with a 2½ billion gain in the fourth quarter of 1971.

Personal consumption expenditures continued to increase at the pace of recent quarters despite slow growth in disposable personal income due to higher withholding taxes. The saving rate, which had reached a peak of 8.6 percent in the second quarter of 1971, fell further to 7.4 percent. The strongest consumer sector was durable goods, apparently due to purchases of household goods associated with the sustained boom in homebuilding.

In the first quarter GNP accounts, residential construction increased strongly again, although it has been at boom levels for nearly a year. Business plant and equipment spending also showed a large gain—mainly in equipment, apparently because of the stimulus from the job development tax credit.

A worsening of the trade balance had a very slight adverse impact on GNP, but this sector will add to growth in later quarters if the U.S. trade position improves as expected.

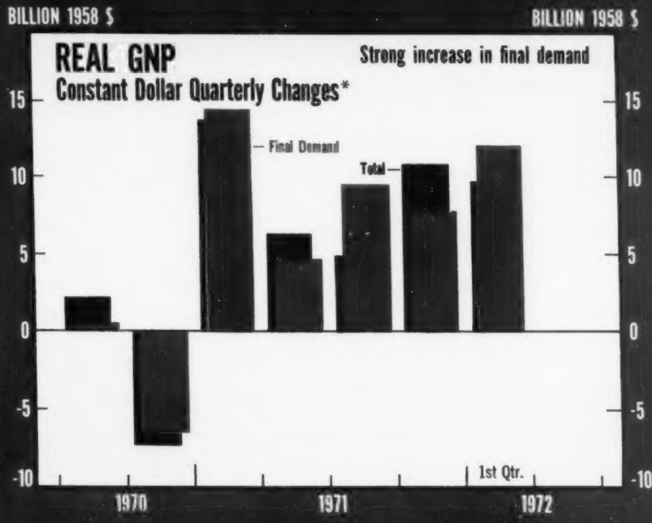
Other factors are of far greater importance, however, in the outlook for the remainder of the year: consumer spending should expand rapidly since most of the adverse impact of the high withholding tax rates fell in the first quarter; the inventory-sales ratio is at the lowest point in more than five years and a substantial increase in inventories seems highly probable; and homebuilding and business spending for plant and equipment are likely to show further gains.

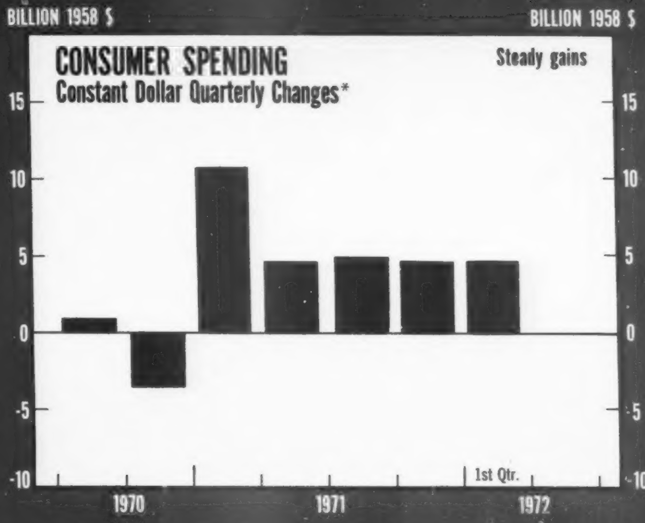
The GNP deflator rose at a sharply higher annual rate, 6.2 percent, in the first quarter, primarily because of the expected bulge in prices during the transition from the wage-price freeze to Phase II. The rate was considerably lower, 5.3 percent, for the private economy because this excludes the effect of the pay raise for Federal employees. Evidence that the bulge effect is temporary can be seen in the Consumer Price Index for March, which was unchanged on a seasonally adjusted basis for the first time in 5½ years. The GNP deflator for the first quarter will be revised downward because the March index figure was not available at the time the GNP accounts were compiled.

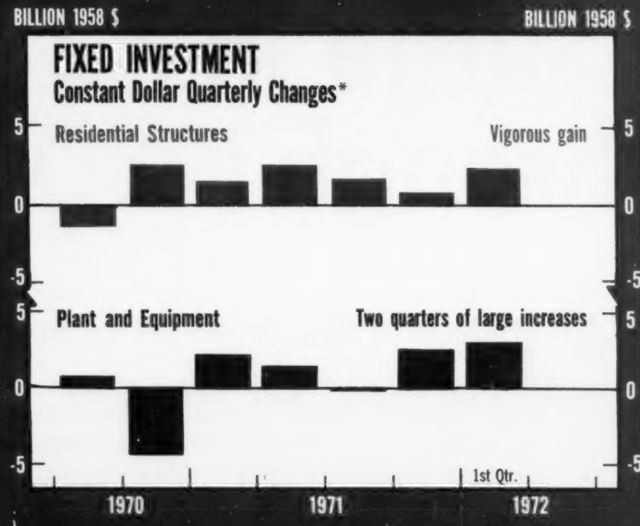
Another sign of economic expansion is the rapid growth of employment: more than 800,000, or an annual rate of 3.2 million, in the first quarter. The labor force also continued its fast growth, however, and unemployment showed only a slight decline.

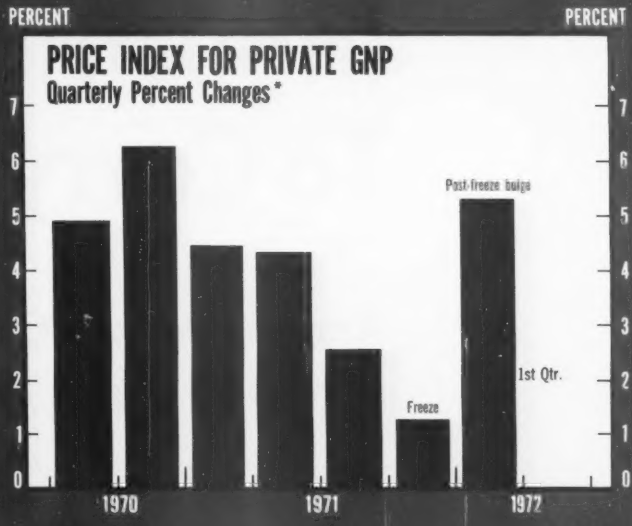
As 1972 progresses, the highly favorable growth factors in all major sectors almost certainly will result in further job creation and a significant reduction in the unemployment rate.

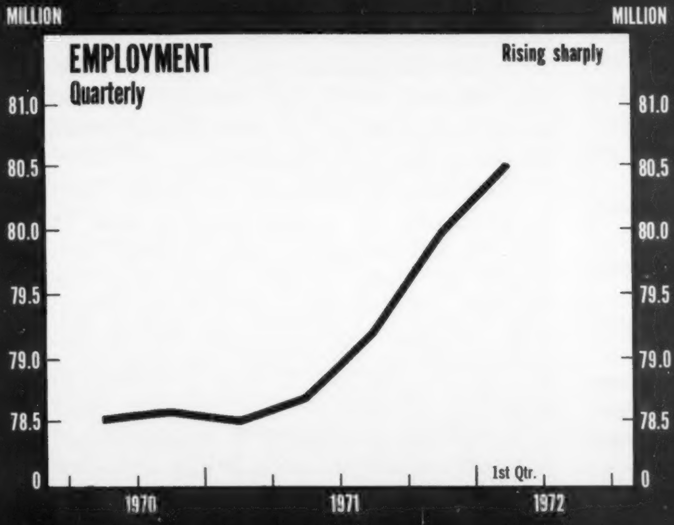
Latest Indicators

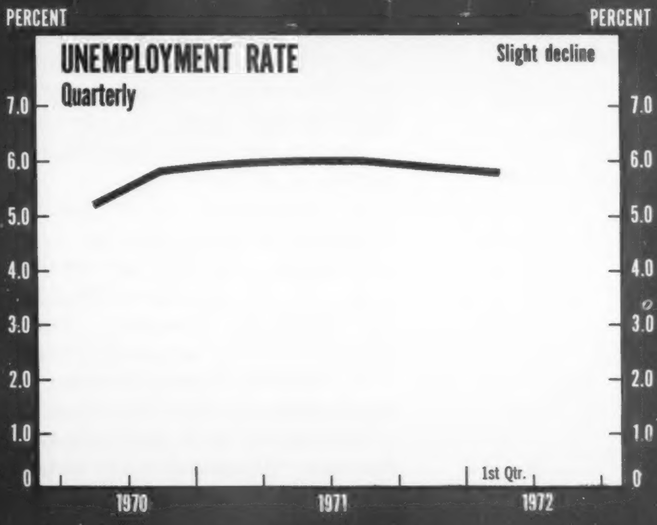












All data seasonally adjusted
*Annual rates

Commerce Today
Vol. II. No. 15
May 1, 1972

Industrial Surge In 72 To Carry Through 1980

Annual Report On 200 Major Industries In U.S. Foresees Bright Prospects For Rest Of Decade

Nearly three fourths of the Nation's major manufacturing industries are expected to show gains of 5 percent or more by the end of 1972. And at least half of these manufacturing firms will probably show growth rates of 5 percent or more through 1980.

Among the most significant gainers expected in 1972 are:

- **Construction**, value put in place—Up 8 percent to $118 billion.
- **Health and Medical Services**, expenditures—Up 11 percent to $87.8 billion.
- **Wholesale Machinery, Equipment and Supplies**—Up 10 percent to $33.5 billion.
- **Wholesale Motor Vehicles and Automotive Equipment**—Up 12 percent to $26 billion.
- **Domestic and International Telephone**, revenues—Up 9 percent to $24.6 billion.
- **Steel Mill Products**—Up 14 percent to $19.6 billion.
- **Industrial Organic Chemicals**—Up 12 percent to $9.3 billion.
- **Commercial Printing**—Up 10 percent to more than $9 billion.
- **Electronic Computing Equipment**—Up 10 percent to almost $5 billion.

These predictions are made in *U.S. Industrial Outlook 1972*, the recently released annual publication of the Department's Bureau of Domestic Commerce.

The Bureau of Domestic Commerce bases its prediction for a good business year in 1972 on the assumption that Federal purchases will begin to rise again; that the rebuilding of inventories and business investment in plant and equipment will be encouraged by improved profits, the investment tax credit, and liberalized depreciation rules.

In addition, it prophesies an increase in consumer spending, and points out that housing starts—surpassing last year's record—will generate demand for building materials, furniture and household appliances, among others.

The BDC industry and commodity specialists who made the projections for some 200 specific industries form both their short and long-range forecasts from a set of underlying assumptions.

These assumptions included the expected increase in GNP by $100 billion this year, due to rising output and productivity, as well as a lower rate of inflation. Anticipated real growth for 1972, according to the BDC experts, should be 6 percent—better than in any of the past five years.

GNP rise

GNP is expected to reach $1.4 trillion in 1975 and nearly $2 trillion (both in current dollars) in 1980.

In addition, current trends of business and industry recovery appear to be continuing. These trends indicate a favorable outlook:

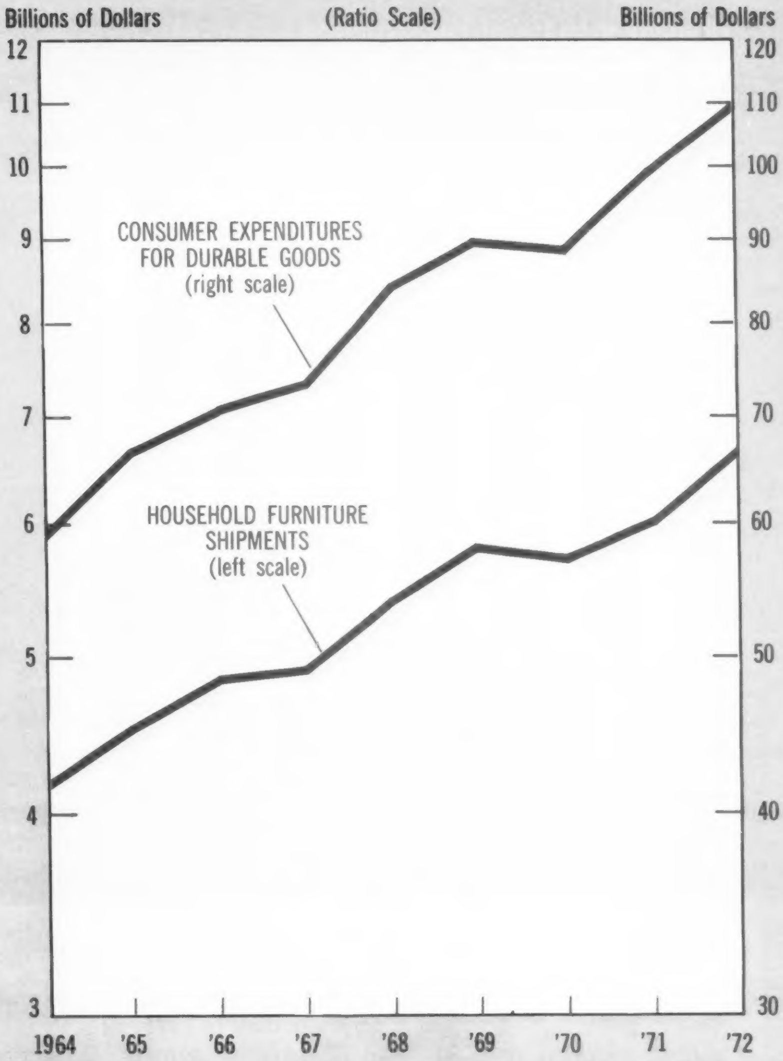
- The anticipated reduction in the rate of price increases and the maintenance of wage increases at rates consistent with productivity gains.
- The continued strength in residential construction, with achievement of the national housing goal of 26 million between 1968 and 1978.
- A halt in the decline of defense expenditures as modernization and replacement of materiel increase during 1972, then a leveling in Federal spending.
- High levels of investment to increase productivity, eliminate pollution, and expand goods-producing and services industries to meet the needs of a growing population.

Forecast

The industry report on the future—an annual best seller—reviews, industry-by-industry, recent developments, foreign competition in domestic and overseas markets, changes in domestic supply and demand, pollution abatement efforts, and probable impact of the New Economic Stabilization Policy.

Designed as a tool for business and industry to use for production, inventory and marketing planning, the *Outlook* provides data for the last five years on output, sales or revenues; imports and exports; and employment, as well as forecasts of activity levels in 1972, 1975 and 1980, in more than 200 industries or industry groups in manufacturing and some nonmanufacturing sectors of the economy. The nonmanufacturing industries covered include construction, wholesale and retail trade, and selected segments of the services industries.

Household furniture maintains share of consumer spending



SOURCE: Bureau of Economic Analysis, Bureau of the Census and BDC.

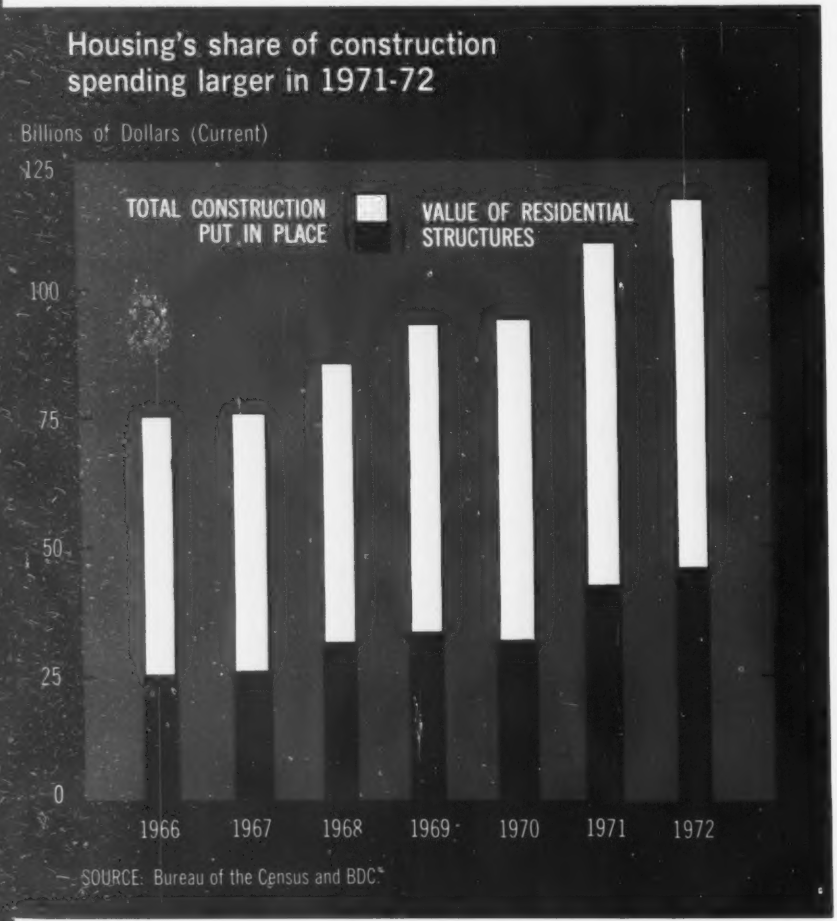
New sections

For the first time, the large and rapidly growing fields of franchising, banking, and security markets are included in the volume.

Manufacturing industries covered account for about 85 percent of the value of shipments of all manufacturing.

For 126 of these industries, growth ranging from 5 percent to 29 percent is forecast for 1972, with 45 of these industries estimated to grow 10 percent or more.

No change is expected in two industries,


Housing's share of construction spending larger in 1971-72

SOURCE: Bureau of the Census and BDC

and sales of five of these industries are expected to be lower than in 1971.

At least 5 percent growth is anticipated this year for 33 of the 39 nonmanufacturing industries discussed in the volume.

Industries on the move

Growth averaging 9 percent or more a year from 1972 through 1980 is estimated for several industries, including: sanitary paper products, manifold business forms, soft drinks, plastics materials, pharmaceuticals, machine tools, industrial controls, photographic equipment and supplies, electronic computing equipment and conventional business machines, and medical and dental instruments and supplies.

Steady, substantial growth is anticipated through 1980 in most of the nonmanufacturing industries covered in the report.

A total of 90 industries are expected to maintain annual growth rates of 5 percent or more through 1975, and, of those, 85 are to hold that level through 1980.

Hudson B. Drake, Deputy Assistant Secretary of Commerce and Director of BDC, notes that the "best gains for 1971 were in industries related to housing."

He pointed out that last year's brightest light was shed by the housing industry and its record number of housing starts—a record which is expected to be broken this year.

More than housing

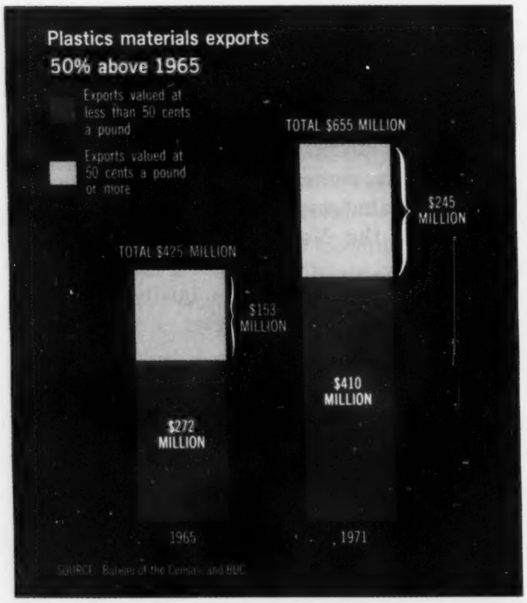
"However," he added, "1971 was a better year for more than just the housing industry. Many industries did better last year than in 1970."

The forecast volume advises that spending in both the private and public sectors of construction is expected to reach new highs in 1972.

"Private construction," it states, "is estimated at $86 billion—about $7 billion above 1971. The $32 billion foreseen for public construction compares with about $30 billion in 1971."

A record breaker

The 1972 outlook is for at least 100,000 more new private housing starts than the record-breaking 2,050,000 unit level reached in 1971. The only year with a record to approach last year's was 1950, when more than 1.9 million housing starts were recorded.


Plastics materials exports 50% above 1965

SOURCE: Bureau of the Census and BDC

In addition to a continued high level of housing activity, private nonresidential building construction promises a strong upward trend in 1972 with gains shared by all types of construction within this category.

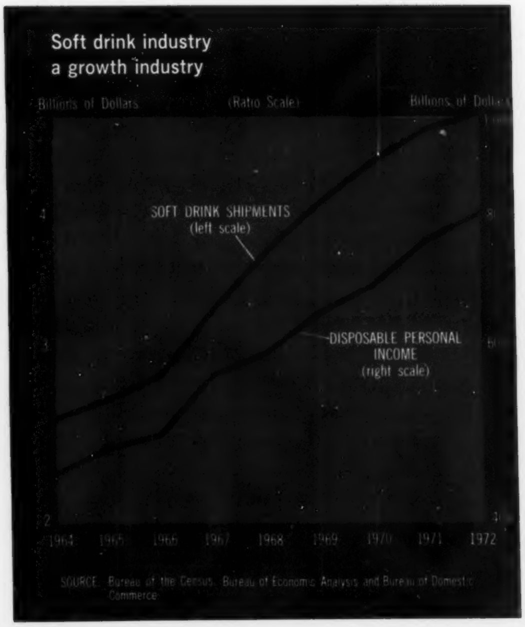
Public utilities, which, next to residential, was the strongest construction area in 1971, will also show the largest percentage gain in 1972—a projected rise of 13 percent, slightly above 1971's increase.

Highway spending is rising; Federally-owned construction is up; public construction funding problems should be on the decrease.

U.S. Industrial Outlook 1972 ***sells for $3.75 a copy and can be obtained through the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or through a Commerce Department Field Office.***

The 45-chapter volume forecasts activity levels in more than 200 industries or industry groups in manufacturing and nonmanufacturing sectors of the economy.

In addition to about 300 statistical tables and 100 charts, an appendix ranking 170 major manufacturing and 39 nonmanufacturing industries or groups of industries by order of 1971-72 estimated growth is included.

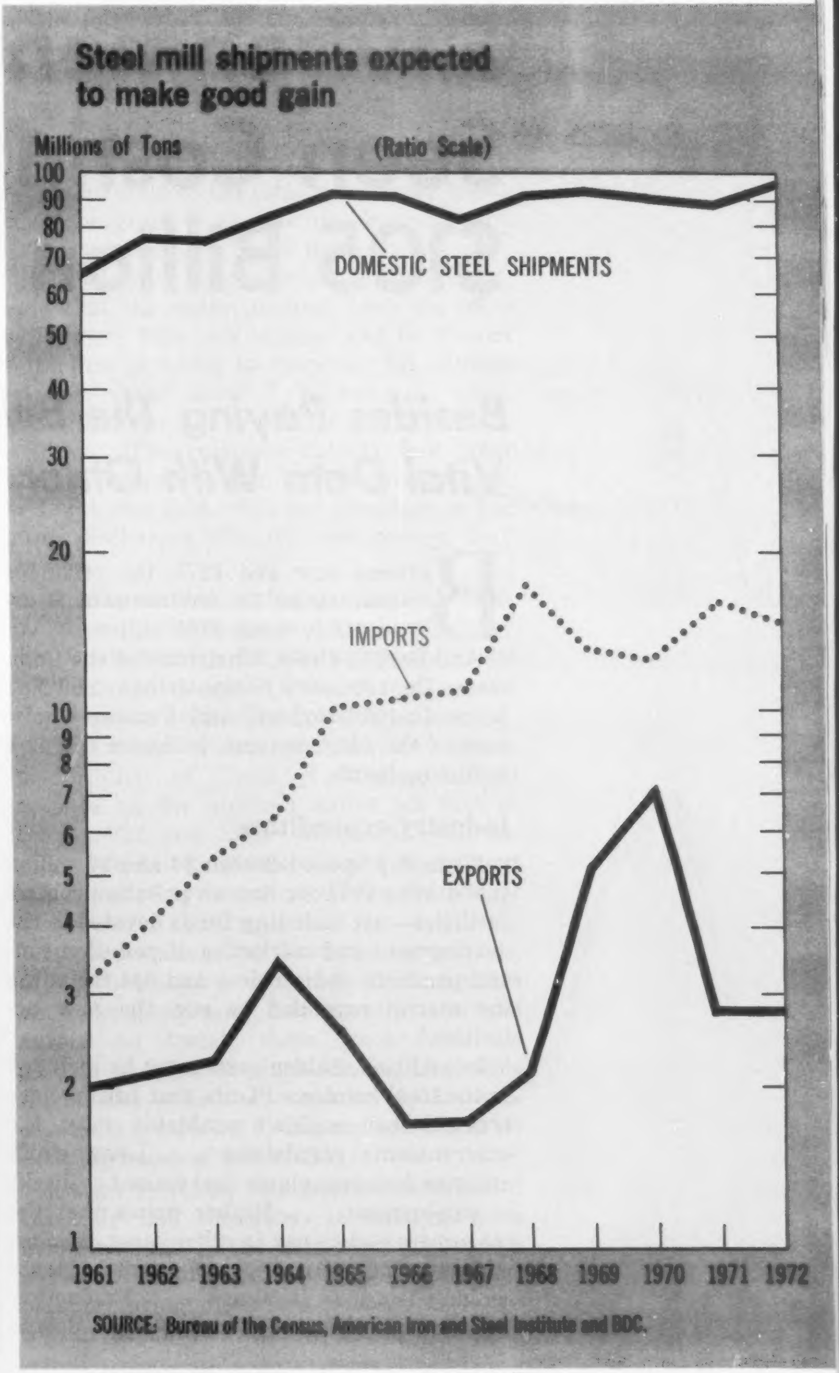

Soft drink industry a growth industry

SOURCE: Bureau of the Census, Bureau of Economic Analysis and Bureau of Domestic Commerce

And for 1975, BDC specialists see construction activity projected at $150 billion; for 1980, $220 billion.

Industrial Outlook 1972 statements were prepared by the industry specialists of the Office of Business Research and Analysis, under the direction of Kenneth G. Conner.

—Bureau of Domestic Commerce


Steel mill shipments expected to make good gain

SOURCE: Bureau of the Census, American Iron and Steel Institute and BDC.

Environmental Cleanup Seen Costing Nation $105 Billion By 1975

Besides Paying The Bills, Businesses Share Vital Data With Other Pollution Fighters

Between now and 1975, the price for cleaning up the environment is expected to reach $105 billion.

And Bert S. Cross, Chairman of the Commerce Department's National Industrial Pollution Control Council, and Finance Chairman of the 3M Company, indicates this is a minimum figure.

Industry expenditure

"Industry spent between $4 and $5 billion just during 1971 for its own pollution control facilities—not including funds devoted to the development and marketing of pollution control products and services and not including the money expended to run the new activities."

In addition, hidden costs must be included in the total invoice: Plants that had to close because they couldn't profitably meet the environmental regulations . . . Lower profit margins for some plants that caused cutbacks in employment . . . Higher prices that the consumers had to pay in other cases, because without increasing prices some plants couldn't stay in business . . . Production slow-downs caused by construction delays that helped decrease the productivity rate of the American workers. . . .

Many firms are now putting 10 per cent or more of their entire annual capital expenditures into pollution control. In at least a few cases, this figure is going to rise to 50 per cent and more by 1974 and 1975.

By 1976, conservatively, industry will have put out $30 billion just for pollution control facilities in existing plants, and in new ones, being built now or being planned for the near future.

Cross said that the public must face up to this price tag. "Individuals must confirm their personal willingness to bear these costs both in increased prices and in higher taxes," he said.

One of the problems outlined by the executive is that in a recent Gallup Poll, sponsored by the National Wildlife Federation, 90 percent of the public had no appreciable idea of the costs involved in environmental control. Two thirds of the public did not consider itself a part of the pollution problem. And, only 48 percent of the people questioned were willing to pay a part of the bill for cleaning up the environment.

POLLUTION-FREE SKIES—*The General Electric engines on this United Airlines DC-10 are quieter than most and almost free of visible smoke usually seen trailing jet aircraft. This illustrates the airline industry's efforts to cope with pollution problems.*

Cross said, "The public generally has not gained an understanding of the challenge, its costs or the amount of money being spent.

Industry is committed to controlling pollution. Not only did 100 industries voluntarily profess commitments to this dedication, but they completed pollution abatement activities promised—and 100 other industries pledged further action.

International conference

Cross, who is going to Stockholm for the U.N. Conference of the Human Environment next month as the industry representative for the U.S. Goverment, points out that it is "unfortunate that industry is being criticized more severely at a time when it is doing a better job of responding to our environmental challenge than the other segments of our society."

He adds that the criticism is unfortunate because as long as industry serves as a whipping boy, "the public will be effectively screened from a clear view of all of the major factors contributing to our environmental problems."

Surveys of industry show that there are thousands of engineers, scientists, corporate managers and others assigned to the pollution control problem full-time. In addition, there are many more thousands who are directly involved. These include industrial hygienists, process engineers, quality control engineers and others.

In the meantime, industry is surging ahead.

For example, the Consolidation Coal Company in West Virginia has constructed a $250,000 earthen dam, 70 feet high, with a potential capacity of 40 million gallons of water pumped from the Arkwright mine.

The purpose of the dam is to provide the largest non-flowing impoundment of water in Monongalia County and it is one of the major items in the Dents Run Watershed Reclamation and Restoration Project.

The dam is now nearing completion and will contribute to the total mine water treatment program in the county, lessening the problem within the Dents Run sector.

The engineer for the project, Bill A. Light, said that the water pumped from the mine will empty into two lagoons and be treated with lime in order to keep the PH content of the water above 7 percent—at which point the iron will be precipitated out of the solution. The complete facility will treat some 1,500 gallons of mine water per minute.

Light also said, "We are cleaning up our mine discharges with our own money, too," he said.

In still another industry, air and noise pollution problems are being tackled. United Air Lines began a $3 million program last spring to reduce smoke from jet engines, and to reduce the noise effect from its planes.

The smoke reduction program entails modification of Pratt & Whitney JT8D engines on the airline's entire jet fleet of Boeing 727 and 737s. Altogether, 665 engines are being retrofitted, and 85 percent are expected to be completed by the end of this year.

Representatives of 30 domestic airlines, of which United is one, met with members of Federal agencies two months ago and agreed to install these smoke-reduction devices on JT8D engines—an industry-wide retrofitting which is expected to be substantially completed by the end of 1972 at an estimated cost of $30 million.

Elanco Products Company, a division of Eli Lilly and Company, Indiana, is in a final-completion, semi-production phase of a pollution cleanup at its new biochemical manufacturing plant in Clinton, Ind. At a cost of $9 million and an annual operating cost of over $1 million, the equipment and process modification procedures installed in this plant are expected to handle its water and air pollution problems.

And this is in addition to $4.6 million invested in the Elanco Tippecanoe Laboratories, and projected investment costs of approximately $3 million for a new organic chemical waste pretreatment facility which is expected to double the capacity of the biochemical waste treatment system already installed, as well as to institute the beginning of construction for an in-plant acid recovery and recycling project.

Industry doing its part

E. I. du Pont de Nemours & Company is another example of industry doing its part. By the end of 1970, du Pont had either installed or authorized $214 million in pollution control facilities—three fourths of which was installed by that time and the remainder either under construction or committed for construction. This represents a 27 percent increase over the $168 million spent by the industry in 1970.

Du Pont's total pollution control spending in the United States for the five-year period 1971-75 is expected to be almost $600 million, according to a spokesman for the corporation—nearly three times the amount spent during the last five years.

In further actions, Anheuser-Busch, Inc. of St. Louis, Mo., expects to reach a target completion for the installation of an advanced waste yeast and other wort residual recovery system, which will result in nutrient values saved for reuse as animal feed.

At the same plant, installation of 50 percent more solids removal equipment in spent grains waste liquid system is now completed and will result in the same benefits to animal feed.

Anheuser-Busch estimated that its current and near term projects being carried out in all of its plants will cost over $3.3 million.

A New Jersey chemical plant is also on the band wagon—The B.F. Goodrich Chemical Company at Pedricktown, New Jersey is recycling treated waste water at its polyvinyl choride (PVC) plant for reuse *within* the plant, an innovation in waste water disposal for a PVC production facility.

T. B. Nantz, president of the Cleveland-based BFG Chemical, said "Our goal is to use the recycled water for 100 percent of service water and cooling tower water needs."

"When we started the treatment system—at the same time we started production in early 1970—we said the liquid effluent would meet or exceed the state quality standards. This has proved to be true. It is only logical then to reuse this treated water within the plant," Nantz explained.

Facility financing

The treatment facilities which make this possible were financed in part by a $364,900 grant from the Federal Water Quality Administration, a part of the Environmental Protection Agency, representing the Nation's first Federal research and development grant for a waste treatment demonstration project at a pollyvinyl chloride plant.

The soft drink industry, which is generally not considered as a significant contributor to water and air pollution, is also doing its part in working on solid waste and litter pollutants.

Although soft drink containers are only 1 percent annually of the Nation's solid waste and actually comprise less than 5 percent of roadside litter over a year's period, the industry is still concerned.

Anti-litter education

Not only is it involved with anti-litter education, but the soft drink industry is actively persuing a number of highly successful programs for the collection and recycling of beverage containers.

Collection centers have been set up across the country by an estimated 200 bottlers, and others are cooperating with centers already established through joint sponsorship in these communities.

In addition, the National Soft Drink Association and major franchise companies are encourging members to use every available technique to conserve natural resources. Programs are being established to encourage the recycling of in-plant waste . . . about 45 percent of soft drinks are sold in containers that are still in returnable bottles. And tied in to this program is the program by the paper industry, set up to collect and recycle the corrugated and kraftboard containers, tons of which are returned to soft drink plants as unusuable cartons and carriers.

And in bottling plants themselves, water treatment processes have been developed to assure clean water in the amounts returned to streams or rivers.

There's nothing simple about solving the problems. Cross underlines the fact that there are no easy answers, and that, at best, the solutions to all types of environmental cleanup actions are complicated, whether the problem attached concerns water, air or solid waste disposal.

Steel case

Reynold C. MacDonald, Chairman of American Iron and Steel Institute's Special Committee on the Environment, notes that in steel's case, meeting all currently proposed air and water pollution control standards would cost domestic steelmakers at least $3.5 billion in new capital investment, plus another $400 million in annual operating and maintenance costs—almost as much money as the entire industry earned during the past five years.

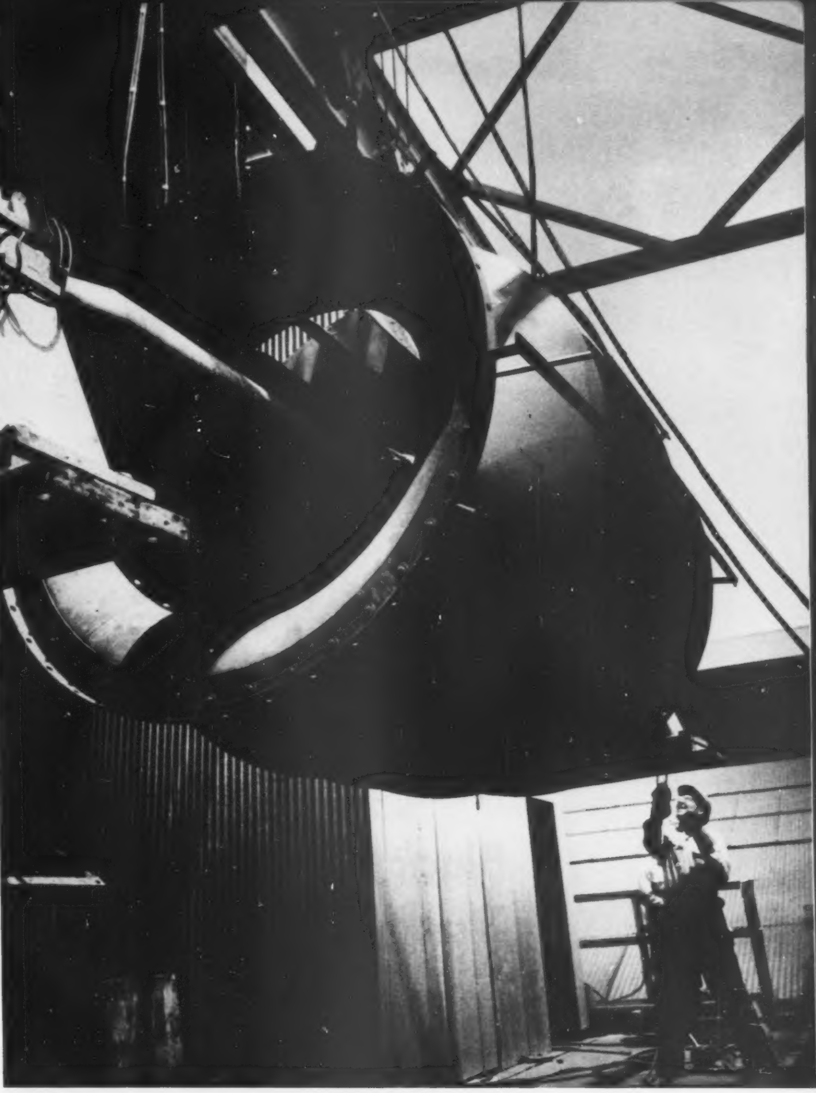
Even so, the steel industry is working to solve its pollution problems. Bethlehem Steel Corp., for instance, in its Pennsylvania plant, is installing a $5.5 million dust collection system to control emissions from the electric furnances at the Bethlehem plant.

The abatement facility, one of 17 Bethlehem baghouses, is expected to be completed by early fall and will consist of hoods placed above each of the plant's five electric furnaces, with ductwork leading from the hoods to a baghouse. Five 900 horsepower motors will drive fans which will generate an exhaust capacity of 1.35 million cubic feet of air per minute and pull dust and fumes emitted by the furnaces into the hoods, through the ducts to the baghouse.

Air will only be returned to the atmosphere after it is cleaned to levels in compliance with regulations set forth by the Air Pollution Control Act of the Commonwealth of Pennsylvania.—And this is only one of the actions being taken by this industry.

NIPCC Chairman Cross points out that if *all* the earnings were taken from the 500 *largest* corporations in the United States and devoted to optimum improvement of the environment, the industrial portion of the job still could not be accomplished in the next five years—even if all the personnel and all the technology were available—which is not the case.

The recent estimates indicate only that the overall cost will be relatively high—with the public paying between one half and two thirds of the price. But there is little evidence, Cross indicates, that the general public understands this. *—NIPCC*



GIANT VACUUM CLEANER—*A huge fan receives final inspection before installation as part of new smoke control equipment at Bethlehem Steel Company's Los Angeles plant. There are two such fans, each weighing 13,000 pounds, installed in a new baghouse costing more than $1 million. Bethlehem has already constructed or is installing baghouses at 17 divisions to combat air pollution problems.*

TO AVOID DUMPING—*There is a tendency to use water as dumping grounds. The soft drink industry is carrying on a major anti-litter campaign aimed at eliminating solid-waste litter scenes like this.*

American Industry Finding The Formula To Help Minorities

Black Advertisers, Architects, Engineers, Truckers Joining Mainstream Of U.S. Business

ther
cotch
The Great Divide.
SINGER

WORKING SESSION — *Reviewing current ad campaigns with John F. Small (right) are four executives of the John F. Small, Inc., agency, (from left) Harcourt Wiltshire, account executive; Dorothy Hidalgo, account service-supervisor; Pete Mathieu, creative director, and Robert Coe, art director.*

An advertising agency in New York City—the only black-owned advertising firm operating in the mainstream of American business and one of the largest black-owned advertising businesses in terms of billing—is an example of a minority-owned business success.

The firm, John F. Small, Inc., although only in business for two and a half years, records billings of more than $6 million, employs 24 persons (both minority and white), and represents such well-known U.S. companies as The Singer Company, The Summit Division of Joseph E. Seagram & Sons, and Harcourt-Brace-Jovanovich.

The agency's founder, president and chief executive officer, John F. Small, admits that the climb up the ladder has not been easy.

"For the first seven and a half months we were in business," said Small, "we had no business."

At last, however, the Singer Company helped turn the tables for the agency, awarding their first large account to build a campaign for Singer's Home Entertainment Products.

Singer, according to a spokesman for the black-owned organization, deserves a lot of credit for being willing to take a chance on a small and unproven black advertising agency. The job delivered, however, was good—so good that Singer has now given John F. Small the contract for building a campaign for its fabrics and notions division.

Double meaning

Small points out that the agency is unique in that it has not "sought or received assignments to handle the 'minorities'—usually in both senses of the word—of a client's advertising and marketing program."

The advertising firm owes its financial assistance to a Minority Enterprise Small Business Investment Company (MESBIC) in New York City called BanCap Corporation.

William L. Whitely, president of BanCap, said that this MESBIC, founded by 10 New York City banks and one bank-owned Small Business Investment Company, had enough faith in the Small agency to loan it $100,000, opening the door for another loan of $250,000 from Chase Manhattan Bank, 90 percent guaranteed by the Small Business Administration.

This money will make it possible for John F. Small, Inc. to expand its services.

BanCap is one of 49 MESBICs throughout the United States licensed by SBA. The MESBIC program is administered by the Office of Minority Business Enterprise and dedicated to helping develop minority-owned businesses throughout the country.

MESBICs achieve their goals, as private investment companies whose sole purpose is to help minorities find business opportunities, through long-term financing and management and technical assistance to minority-owned firms.

To form a MESBIC, a private investor puts up a minimum of $150,000 in capital, incorporates as an investment company and obtains a license to operate from SBA.

After the MESBIC is in operation, it is eligible to borrow $2 from SBA for every $1 it has in private capital.

These funds are for "seed capital" investments in minority businesses, either in the form of long-term loans (5-20 years), equity investment, or a combination of both.

In addition to "seed capital," the MESBIC opens the way for the new minority entrepreneur to borrow up to four times this amount in SBA-guaranteed bank loans for minority ventures, securing a capital flow of as much as $2.25 million to minority businesses from its original $150,000 investment.

BLACK DESIGN—*Passengers are able to walk from arriving flights and immediately pick up their luggage at the new baggage system designed by a black-owned architectural firm for American Airlines. Part of the system is already in operation.*

BanCap Corporation is capitalized at $1 million, which, because of the unique structure of the program, may generate up to $15 million in minority-business investment loans.

Financial assistance

In the case of John F. Small, Inc., financial assistance was all the company needed to expand. But in other instances, minorities who want to go in business for themselves need to have business opportunities identified and urgently need management and technical assistance to get them started.

BanCap, which was licensed April 30, 1971 and is one of the newest MESBICs, has invested in five other minority-owned businesses which have needed this kind of help —Amity Chemical Corporation, Arloyd, Inc. (a restaurant), Ellis Ambulance Service, Stratatron, Inc. (a data processing accounting firm) and Llorens Associates, Inc. (a Puerto Rican brokerage house located on Wall Street).

Whitely said that the program is a good one and essential to helping establish the minority element of this country in the free enterprise system that is America.

BEHIND THE SCENES—*Baggage handlers remove luggage from trucks from American arriving flights. The conveyor belts deliver the bags directly to the new passenger delivery center for quick pickup.*

"However," he commented, "I do feel a MESBIC needs to be capitalized adequately in order to do the job right."

The 49 MESBICs licensed in the United States to date are presently capitalized at more than $14 million.

These minority enterprise investment companies are an excellent example of a government-private sector partnership to advance blacks, Spanish-speaking, Indians and other minorities in the field of business.

The annual report of OMBE stresses that government efforts alone cannot alleviate the disparity which still exists between the mainstream and minority business communities.

It states that "regardless of the extent of Federal assistance, the *private sector* of our economy must assume the major weight of any business-oriented program.

"Government can help create conditions for opportunity, but the minority entrepreneurs of American business and the American majority must make opportunity meaningful. Government cannot change individual attitudes by fiat, but it can provide incentives toward change and can set the tone and provide the leadership for greater receptivity and cooperation."

American business is taking a leadership role in developing minority-owned businesses —either by awarding them procurement contracts from its supply shopping list or by helping minorities develop their own businesses through management and technical guidance, followed by orders for their products or services.

American Airlines is such a case in point. The airline is expanding its baggage handling facilities at La Guardia Airport, N.Y.

Baggage by computer

The new facilities, part of which are already in operation, will include an enlarged claim area where arriving passengers pick up their luggage and a computerized system for sorting and assembling outbound baggage.

The area in which arriving passengers reclaim their luggage is being expanded to three times its original size. Five separate tracks will be operated, capable of delivering baggage simultaneously from as many as 10 arriving flights. This baggage is also expected to reach the claim area before the arriving passengers get there to pick it up.

The new systems, one of the airline industry's most sophisticated, were designed by a black-owned New York architectural firm—Ifill, Johnson, Hanchard—with engineering consultations handled by another black-owned firm, Hannaham & Johnston of New York City.

American Airlines got together with the two minority-owned businesses at a suppliers' opportunity fair held two years ago in Brooklyn, N.Y.

The fair, part of an outreach project for the area and sponsored by Western Electric, attracted both the architects and the consulting engineers and resulted in the awarding of the $1 million contract by American to the black-owned firms. The airline participated in the event because it is actively involved in a campaign to find more minority services and suppliers for its needs.

In fact, in the present expansion of Newark Airport, American Airlines has set aside goals for using minority business services. The company nationwide also buys pallets, charts, aircraft carpeting, and other items from minority businesses. It also searches out minority-owned janitorial services which can be hired locally in American terminal operations. The tapes that provide the music on American's aircraft were also made by a minority-owned enterprise.

Fred Hannaham, a professional engineer and a partner in the consulting engineer firm, indicates it is not easy for a black-owned firm to be accepted by business.

"It really has been a pioneering effort on our part," he said.

Not just 'ghetto'

Hannaham & Johnston have been in business for four years. The partners are not looking for work in just "ghetto" areas. They are qualified to do the most difficult consulting jobs in the fields of central utility plants, heating, ventilation, air conditioning, plumbing, electrical and several others.

"But, it's a frustrating experience when we try to compete," he added. "Many white businessmen look at us as 'black professionals' and don't think we can do the work, when actually we do the same work in the same way (and maybe better) as white consulting engineer firms."

Hannaham said that majority businesses did have a policy to use the services of minority businessmen.

"What they forget to do is tell the persons who have the responsibility of purchasing or awarding contracts that we should be considered if we have the qualifications and can do the work."

The engineer thinks this could be solved if the business leaders on top established a direct communication with those in charge of the jobs, so the public commitments could be carried out.

The architect, George Hanchard, said that his firm usually got new jobs by going back to the firms that originally awarded his business contracts.

Obstacles are real

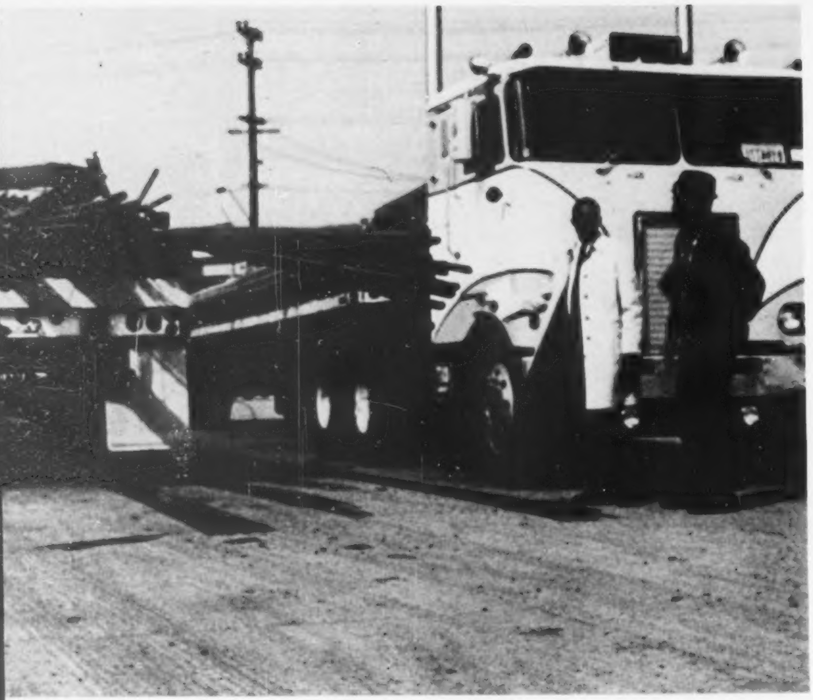
"Our work is good," he stressed, "and gets us return contracts, or new ones by way of mouth. But the obstacles to bidding on just any job are still real for minority businessmen."

American Airlines notes that its association with the two black-owned enterprises has been rewarding.

The airline, which has an intensive training program involved with hiring minorities, also is concerned with giving managerial and technical assistance to minority enterprises that are trying to get going.

Bethlehem Steel Corporation subscribes to

BRIDGING THE GAP—*George Hanchard, partner in Ifill, Johnson, Hanchard, the firm that designed the system, points to the graceful new bridge housing conveyors to AA's computerized loading system.*



MINORITY-OWNED FIRM—*Bethlehem Steel uses minority-owned and operated trucking firms for hauling on the West Coast. One is C&T, Inc., a black-owned business with an integrated staff.*

NEW CONTRACT—*Robert J. Lee (left) president and owner of Lee's Express, shakes hands with Harold Sumerfield, representative of Bethlehem Steel, on the signing of a new trucking contract. Bethlehem helped establish the minority business.*

this policy. In fact, this corporation was instrumental in helping three black-owned trucking firms get established in the San Francisco Bay area, and is currently still doing business with all three trucking firms.

Bethlehem became involved with this type of assistance several years ago, when it helped black truck drivers who were hauling dirt and merchandise to organize into a central firm. The steel company provided the guidance and direction to the men to organize the business and get it going and also gave it a contract for hauling.

First helped

Soul Trucking, as it was christened, had as its president Robert J. Lee. The firm has progressed, reorganized into a merchandise trucking company, Lee's Express, and is still headed by the same man. At present it carries reinforcing steel from Bethlehem's South San Francisco steel plant to construction sites in the greater bay area.

Bethlehem lent a hand to two other entrepreneurs. The second trucking firm it helped establish is Trux Transport, Inc., headed by a young lawyer, Bob Simms. Simms, with no other resources except his convictions, set out to explore the possibilities for black business in San Francisco. Today, he is responsible for over a half-million dollars worth of trucking equipment and, among others, still has Bethlehem Steel, who helped him get off the ground, as one of his customers.

The third trucking firm in which Bethlehem had a hand is C & T, Inc., Oakland, Calif. This is the oldest of the three firms and has been in existence for a number of years. However, the steel company was responsible for assisting it and putting it on firmer ground with its contracts. C & T, Inc., while black-owned, has an integrated staff.

These are only some examples. Across the country, U.S. businesses are becoming more dedicated to increasing the opportunities and help they give to minority businesses.

The automobile industry is increasingly putting more and more minorities into business as car dealers. The oil industry is looking for ways to develop minority business and to use minority-owned services more for its supply needs. Nearly all American businesses are involving themselves in the program.

—*Office of Minority Business Enterprise*

DOMESTIC BUSINESS REPORT

- **GNP rises $30.3 billion**
- **Farm product sales up**
- **Consumer goals emphasized**
- **SBA tool is 8(A) program**
- **Dividend questions answered**
- **Maritime program—full speed**

Vibrant Economy 'Clearly On Track'

Speaking at a White House press conference late last month, Secretary Peterson told the U.S. that the Gross National Product—the market value of the Nation's goods and services—rose $30.3 billion in the January-March quarter.

First quarter gain

This first-quarter gain, which was at an annual rate of 11.8 percent, the Commerce Secretary said, "puts our economy on track . . . on target.

"Our goal for the economy of a $100 billion increase in the Gross National Product this year is clearly in view and we will attain this goal."

He said that a $100 billion increase in GNP was an "imposing target," and he compared it with the entire annual output of some other countries. "The total GNP of a country like Canada is less than $100 billion; the People's Republic of China, $120 billion; Italy, $110 billion; and Britain, about $140 billion."

Excluding the part of the GNP increase attributable to rising prices, the Secretary noted that the real output in the first quarter was at an annual rate of 5.3 percent compared with 5.8 percent in the fourth quarter of 1971. However, he added, the figures on final demand showed an accelerating rate of expansion—from 4.2 percent in the fourth quarter to 6.3 percent in the January-March period.

The difference was in inventory accumulation, Peterson explained, and the small increase in business inventories (only $0.6 billion) in the first quarter is attributable in part to the confidence factor.

"After all," he said, "building inventories is an expression of what is yet to come, and we would expect that as we see the kind of really strong retail sales, for example, that we saw in March, along with the increasing backlog of orders, that more and more companies will decide that we really are in an upswing, and the time to build inventories is now."

Dr. Harold C. Passer, Assistant Secretary of Commerce for Economic Affairs, who was with Peterson at the White House press conference, said, "Industrial production has been rising strongly, but production has not expanded faster than sales; thus, business has not yet added to inventories."

Dr. Harold C. Passer, Assistant Secretary of Commerce for Economic Affairs, discusses the rise in Gross National Product over the first quarter 1972 in **Economic Highlights, *Page 2.***

The Secretary said that about one percentage point of the inflation rate in the first quarter was due to a pay raise for Federal employees. Referring to the first-quarter rate of price increase as "the battle of the bulge," Peterson said, "I would acknowledge that the toughest challenge we're facing is the inflation part of it."

Peterson also stressed that "as the economy expands strongly in the months ahead, further employment gains are in prospect. This rapid rate of job creation is almost certain to result in a significant reduction in the rate of unemployment."

The announced $30.3 billion gain in Gross National Production brings GNP to a seasonally adjusted annual rate of $1.103 trillion.

—Bureau of Economic Analysis

Farm Product Sales On The Increase— Up 29 Percent From Survey Of 1969

The Nation's farm economy is expanding as the decline in total of farms slows down, according to the Bureau of the Census.

Final figures recently released from the 1969 Census of Agriculture show that between 1964 and 1969 farmers' sales of farm products increased 29 percent, according to the Bureau, a part of the U.S. Department of Commerce's Social and Economic Statistics Administration.

Total sales

Farm product sales totaled $45.6 billion in the 1969 Census of Agriculture, according to results from the census. Five years earlier, the total value of agricultural products sold from the farm was $35.3 billion. The Census of Agriculture is taken every five years covering the years ending in "4" and "9".

Sales of agricultural products in the North (including both the Northeast and the North Central States) amounted to $22.9 billion in 1969, up $5.5 billion from the 1964 total. The 1969 total for the North Central States alone was $20.0 billion compared with $14.8 billion in 1964. In the South, total value of 1969 farm product sales was $13.4 billion, an increase of nearly $3 billion over 1964. In the West, farm product sales in 1969 amounted to $9.3 billion, up more than $2 billion over 1964.

California led all States in 1969 farm marketings with a $3.9 billion total in 1969. Other States with 1969 sales of $3 billion or more were Iowa ($3.7 billion) and Texas ($3.3 billion). States with 1969 sales totaling $2 billion or more were Illinois ($2.6 billion) and Nebraska ($2.2 billion).

The total number of farms counted in the 1969 census was 2,730,250 compared with 3,157,852 counted in the 1964 canvass. The 1964-69 decline of 427,602 farms was slightly less than the 1959-64 decline which amounted to 552,639 farms. In 1950, the total of farms in the U.S. was 5.4 million, and in 1940 the total was 6.1 million.

Nearly 98 percent

The 1969 census showed also that of the total of 2.7 million U.S. farms, 1.7 million had farm product sales of $2,500 and over. They also had $44.5 billion or nearly 98 percent of all 1969 farm product sales in the U.S.

Of the 1.7 million farms with farm product sales of $2,500, a total of 21,513 (1.2 percent) were operated under corporate management. They accounted for 8.8 percent of 918 million acres in such farms and 14.1 percent of the $44.5 billion in sales by such farms.

'Family' farms

The 19,716 farms operated by corporations with 10 or fewer shareholders include most of those large or medium sized "family" farms which have incorporated to gain some of the benefits available from the characteristics of the corporate structure. They represent 91.6 percent of the total number of corporate farms, 82.2 percent of the land reported in corporate farms and account for 79.5 percent of the value of agricultural products sold from corporate farms.

The 1,797 farms operated by corporations with more than 10 shareholders include instances of 2 or more farms operated by the same corporation where such farms were located in different geographic areas or where the operations were treated as separate enterprises. Thus the number of corporation operated farms is more than the number of corporations operating farms. The same is true to a somewhat lesser extent of the farms operated by corporations with 10 or fewer shareholders.

Complete details of the 1969 Census of Agriculture for the United States will be in a report to be issued later this year.

—Census Bureau

Population Gross Below 1 Percent For Second Time Since 1940

The rate of population growth in the U.S. in 1971 fell below one percent for the second time since 1940, according to the Census Bureau.

A new Census report places the national growth rate in 1971 at 0.98 percent, compared with 1.09 percent in 1970. The rate also fell below one percent in 1968.

The decline in the growth rate was due largely to the decline in the birth rate. (Birth statistics are collected by the National Center for Health Statistics, Department of Health, Education and Welfare.) The crude birth rate (births per 1,000 population) dropped from 18.2 in 1970 to 17.2 in 1971, the lowest ever recorded.

The estimated net population gain of 2,011,000 in 1971 was the result of 3,562,000 births, 1,924,000 deaths, and a net civilian immigration of 382,000. *—Census Bureau*

CONSUMER CHANGING—*The booming business in this novelty shop is one example of changing interests that create problems and pleasures for retail merchants.*

Changing Values In Consumer Goals Equals Heavy Market, Big Problems

"The constant changing of values, attitudes, ethics and taste in consumer expectations gives us a dynamic marketplace and a special set of problems," William D. Lee, executive director of the National Business Council for Consumer Affairs, said recently.

Distribution problem

One of the major problems comes from actual implementation of the intentions of the manufacturer—the supplier—through the distribution channels.

Speaking at the annual meeting of the Illinois Retail Merchants Association, Lee defined consumerism as "people and their expectations."

These expectations, he said, relate to real people, real individuals, who are *seeking products* and *services* at the marketplace—products and services that have a *demonstrable user and time value.* This time *value is related to a price,* that the commodity has *integrity* associated with its *expected performance,* that there is a *reasonable level of safety* to its use or application, and, if its reputed to be serviceable that it *can indeed be serviced* at a cost related to its value.

"If every consumer complaint or apparent dissatisfaction, relating to performance and service, justified or unjustified, was politely, expeditiously and positively handled at the first indication of that dissatisfaction," Lee said, "then there would be very few complaint type letters written to anyone, and the self-ordained consumer critics would have to go to work somewhere else."

Lee said somewhere along the line the suppliers' intention message fails to get through and the individual "care" level breaks down. Lack of knowledge or indifference or both on the part of the public accounts for the problem.

"We have seen a deterioration in individual person sense of responsibility," Lee asserted, "a deterioriation in the willingness to put in full defineable output for time paid, and a deterioration in the individual concern for level of productivity in the atmospher established by the employer. We have seen an acceleration of self servingness, personal independence, impoliteness, and all too often arrogance, in our marketplace relationships—between both the buyer and the seller as individuals."

Questioning the adequacy of employee education programs, Lee said "Somehow, we've lost our ability to communicate in common terms."

Today, the businessman and his employees must all look at what they can and should do today, in today's real world to communicate in real terms or slowly (maybe not so slowly) they will perish from the marketplace, Lee added.

Lee noted the frustrations of a businessman to be "damned by politically vocal consumer advocates who use words which the businessman knows are only sometimes supported by fact."

New commitments

By the same token, this damning is an opportunity to display a new level of commitment to, and a new involvement with, actions in the satisfaction of consumers.

"There is a new need for forward moving, sensitive, anticipatory action by the business community," Lee declared. "If the businessman reacts to the new marketplace defensively, he will suffer the agony of not rising to a challenge and will miss those few good buyer-seller relationship improvement opportunities that are his survival."

"His action today must be positive, innovative, and real," Lee asserted. "Creditability must be reinstated or newly developed with the general public—which is really the host of consumers who must wonder from time to time who or what to believe."

The approach to the consumer must have a new level of integrity, objectivity, meaningfulness and preciseness, perhaps even a conservativeness, according to Lee. There is now less and less room for exaggeration or inaccuracy.

He suggested that the business community has the challenge, in reality must take the lead, to improve the communication at the marketplace by "just plain better service" to the consumer—service in its broadest terms.

For years the marketplace has been geared to, even trained to, live in a climate of watching for and responding to changes in consumer tastes and now the aggressive thinking businessman is recognizing that is not enough, Lee stated.

Lee said the businessman is and will continue to rise to action in recognizing consumer expectation rather than taste as a way of improving marketplace dialogue.

"Our economy will take notice of a new 'talking and listening' atmosphere with the buying consumer," Lee concluded.

Important Tool Meant To Promote Small Businesses Is 8(A) Program

"The U.S. Small Business Administration's 8(A) program is an important tool in assisting small businesses that want to participate in the Federal Government's multibillion dollar a year procurement program. Through this program, SBA is helping minorities and other socially and economically disadvantaged Americans to become owners of manufacturing, construction, and related service enterprises."

The agency's aim

So said Marshall Parker, Associate Administrator of SBA's Office of Procurement and Management Assistance, explaining the agency's aim to help create competitive small businesses.

"The goal of the program," Parker stated, "is to open the doors of Government contracting opportunities to those disadvantaged Americans who previously have been unable or unlikely to get a chance to bid on competitive contracts by making available negotiated 8(A) contracts."

Parker pointed out that 660 contracts have been awarded for $51 million in nine months of FY 1972. This compares to 812 contracts for $65 million in all of FY 1971. Since the program began in 1968, 1,708 contracts have been awarded to minority firms for a total of $158.1 million.

"The figures, however, do not tell the entire 8(A) story," he declared, "we are interested in this program as a vehicle for creating and upgrading disadvantaged firms so that they will graduate from the 8(A) program as successful competitors for the nation's purchasing dollars in both the private and public sector."

Marshall Parker
SBA Associate Administrator
Procurement and Management Assistance

Under the 8(A) program, so named for the provision of the Small Business Act authorizing the activity, SBA serves as prime contractor for federal goods and services and subcontracts orders to disadvantaged firms to give them entry into the commercial marketplace.

Percent disadvantaged

Parker said that approximately 20 percent of the U.S. population is considered socially or economically disadvantaged. Of the more than 8 million firms in the United States business population, only 4 percent are owned by socially or economically disadvantaged persons, and less than 1 percent of the total gross business volume of the U.S. is generated by socially or economically disadvantaged persons.

"These facts point out the imbalance that exists for the socially or economically disadvantaged who are not in the mainstream of our economic system," he remarked, "and this is the reason the agency is expanding the 8(A) program."

The small firms that are awarded 8(A) contracts can receive management and technical assistance in both their planning and operating stages. The aid is given to companies already in business that need a helping hand to expand, or to those individuals who are just starting a business.

Eight(A) specialists in SBA offices throughout the country counsel individuals and direct them to Government agencies that buy the products or services they supply; help them to place their names on bidders lists; assist in obtaining drawings and specifications for proposed purchases; and offer many other related services.

The major Government purchasing agencies set aside contracts or portions of contracts for the 8(A) program. To assist this program, SBA has its own Procurement Center Representatives (PCRs) stationed in major military and civilian procurement installations.

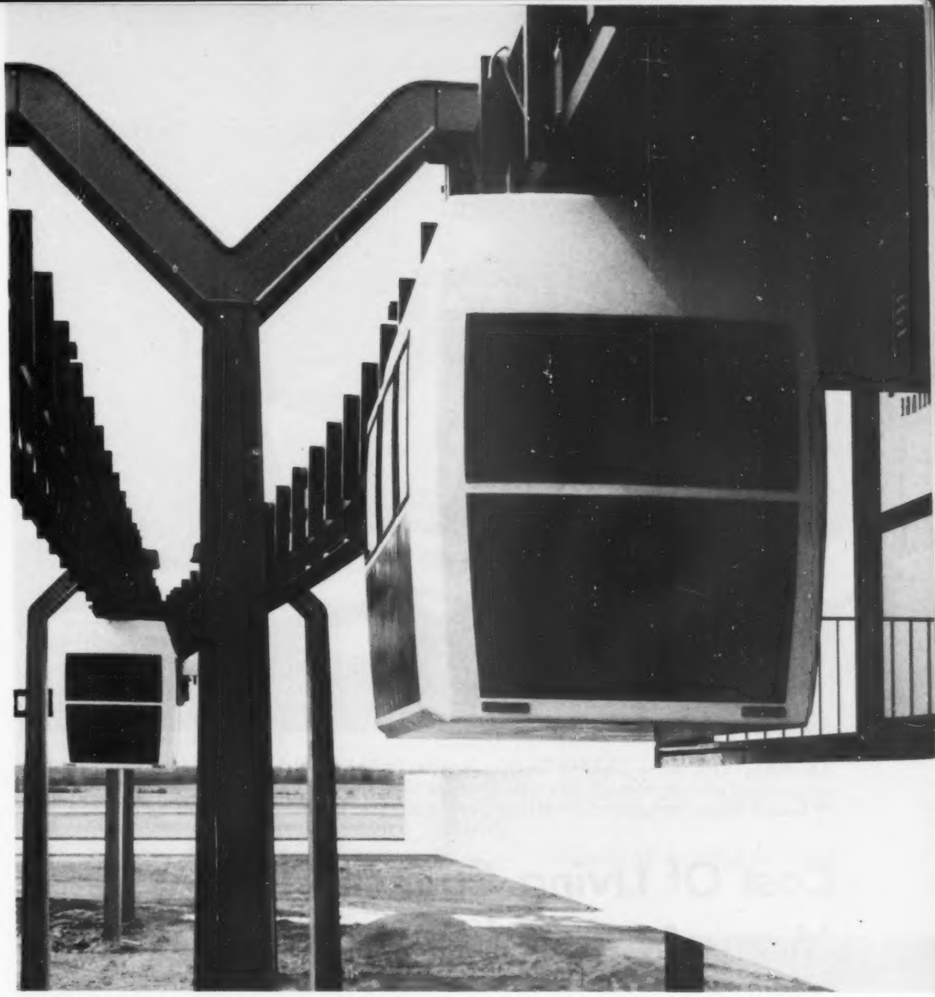
Fairgoers To Test Four Rapid Transit Systems At Dulles

Four prototype personal rapid transit (PRT) systems designed to meet future urban transportation needs are making their debut at the United States International Transportation Exposition —TRANSPO 72—May 27 through June 4.

The largest in the world

TRANSPO 72 is the largest industrial exposition in the world and the first such event sponsored by the United States.

The Personal Rapid Transit systems are being built at Dulles International Airport, site of TRANSPO 72, near Washington, D.C., under four contracts funded by the Department of Transportation Urban Mass Transportation Administration. The vehicles on all four systems will be in operation for use and testing by the public during the nine-day exhibition which is expected to draw 1.4 million visitors.



MONOCAB VEHICLES—*Suspended from exclusive guideways will demonstrate fully automatic and safe operation to TRANSPO visitors. Shown is a six-passenger vehicle stopped at a station while another continues on a bypass track. Monocab is a personal rapid transit system providing service as frequently as every 10 seconds.*

Future travel

TRANSPO 72 visitors will be able to inspect and evaluate each system, traveling in the vehicles and boarding and exiting at stations designed for future use in hundreds of American cities as downtown people circulation and distribution systems.

More than 500 exhibits, experimental personal rapid transit systems and 13 complete air shows will be displayed at the exhibition which is devoted to all types of transportation.

Nearly every mode of transportation will be discussed by internationally recognized authorities during the International Congress of Transportation Conferences May 30-June 2 in conjunction with the TRANSPO 72 exposition.

Conferences and their topics will be:

—Air Transportation Conference: The impact of air transportation on investor, the consumer and the community.

—International Conference on Transportation and the Environment: Addressing a range of environmental issues, including air and noise pollution, congestion and land use policies.

—Intersociety Conference on Transportation: Focus will be on public, personal, freight and other types of transportation services as they relate to planning, technical

—International Vehicle and

and economic factors.

Highway Safety Conference: Featuring discussions on international cooperation in vehicle and highway safety.

—International Forum for Air Cargo: Under the theme "The Air Cargo System—A Profitable Solution," this conference will feature technical presentations on the requirements of shippers, containerized programs and terminal handling environment.

—International Experimental Safety Vehicles Conference: Development of experimental safety vehicles will be discussed by representatives of at least six nations.

The six ICTC sessions are among 40 professional transportation related conferences, symposiums, and meetings being held in conjunction with TRANSPO 72.

TRIBAL COUNCIL EXEMPTION—*Indian Tribal Councils that have been formally recognized are exempt all fees and charges they impose by the Cost of Living Council. Wendell Chian, president of Mesca Jero Apaches, is shown in tribal offices.*

Cost Of Living Council Clarifies Many Areas Of Exemption, Control

Fees and charges of Indian Tribal Councils and international air rates have been granted exemptions from controls by the Cost of Living Council.

Defining situations

The Council made clarifications in a number of areas and denied exemptions from controls for custom cloth products, retread tires, and private welfare organizations.

Following is a summary of recent actions:

Sperry Flight Systems Division of Sperry Rand requested that highly sophisticated aircraft and spacecraft products be exempted from prenotification regulations for Tier 1 firms. The firm claimed that application of existing Price Commission regulations to forward pricing of long term contractual obligations constituted an undue and unfair burden on the facility's normal operation.

The Council, in denying the exemption, concluded that removal of controls in this case could have an inflationary impact. Further, it determined that present regulations for pricing custom products do not impede customary pricing practices. Price Commission regulations allow long term contract pricing based on anticipated costs, provided such costs have actually been incurred at the time of actual sale.

Troy Sunshade Co. requested exemption of its Cloth Product Division which produces cotton items imprinted with custom specified designs. In denying the exemption, the Council concluded that the products are not highly individualized and do not have wide variability in labor costs, therefore, cannot be categorized as custom made.

Retread tires were not exempted by the Council. The petition seeking exemption status argued that retread tires are custom made and the industry faces potential problems of a narrowing price differential between new and retread tires. The Council held that retread tires are not made to individual customer specification and do not fit in the category.

Narrowing differential

Although the Council took into account a narrowing price differential between new and retread tires, it noted that there is no indication that exemption would provide any relief. In addition, the normal functioning of the market in this situation is not adversely affected by the applicable pricing rules.

The Association for Homemaker Services, Inc., a non-profit corporation which provides homemaker services for needy families, requested exemption on grounds that since many of its cases are referred and funded by the New York City Department of Social Services, its reimbursements should be treated as the funding of a governmental function.

The Council denied the exemption, ruling that the Association's services are instead fees charged by a non-profit organization for services provided.

Certain fees of private non-profit educational institutions were exempted. Tuition fees of private educational institutions were already exempted by the Council. The Council clarified that fees and charges of school related activities are included in the exemption.

However, fees and charges which produce unrelated business income taxable under the Internal Revenue Code are not exempt. Medical fees and charges are also not exempt, except for those paid with tuition.

Indian Tribal Councils that have been formally recognized are exempt all fees and charges they impose. The Cost of Living Council specified that this applies to activities on and off Indian trust lands. It also noted the similarity of such tribal councils to state and local governments, whose fees and charges are also exempt from control. The Council held that this exemption does not extend to individually-owned businesses located on Indian land, nor to wages and salaries paid by Indian tribal-owned businesses.

Revenues of wholly-owned foreign subsidiaries whose principal business customers are also foreign should not be considered as part of annual sales or revenues in determining the parent firm's price category status, the Council ruled.

Reflecting size

The decision was based on the fact that a firm's reporting classification should reflect its size in the U.S., and foreign gross receipts of such subsidiaries are independent factors not directly tied to the U.S. domestic economy. In addition, these revenues and costs are excluded for application of the Price Commission profit margin test.

International air rates were exempted. Among considerations noted by the Council was the fact that international air rates for scheduled carriers are generally established by multilateral negotiations between countries, and are affected by international developments rather than strictly domestic factors.

—Cost of Living Council

Productivity figures will be made available shortly by the Price Commission for use by firms filing for price increases, according to C. Jackson Grayson Jr., chairman of the Price Commission.

The industrywide average productivity figures will be used by the Commission as a basis upon which all productivity offsets will be computed.

Rumsfeld Praises Steel Firms For Holding Line On Prices

Recent action of major steel firms in pledging to hold the line on prices was praised by Donald Rumsfeld, director of the Cost of Living Council.

Rumsfeld's remarks were part of an initial broadcast of the new Cost of Living Council Radio News Service. From anywhere in the U.S., media can get the latest news on the economy, as gauged by Cost of Living Council experts, to relate to the country.

Warning to Detroit

Rumsfeld warned Detroit manufacturers not to expect approval of large price increases.

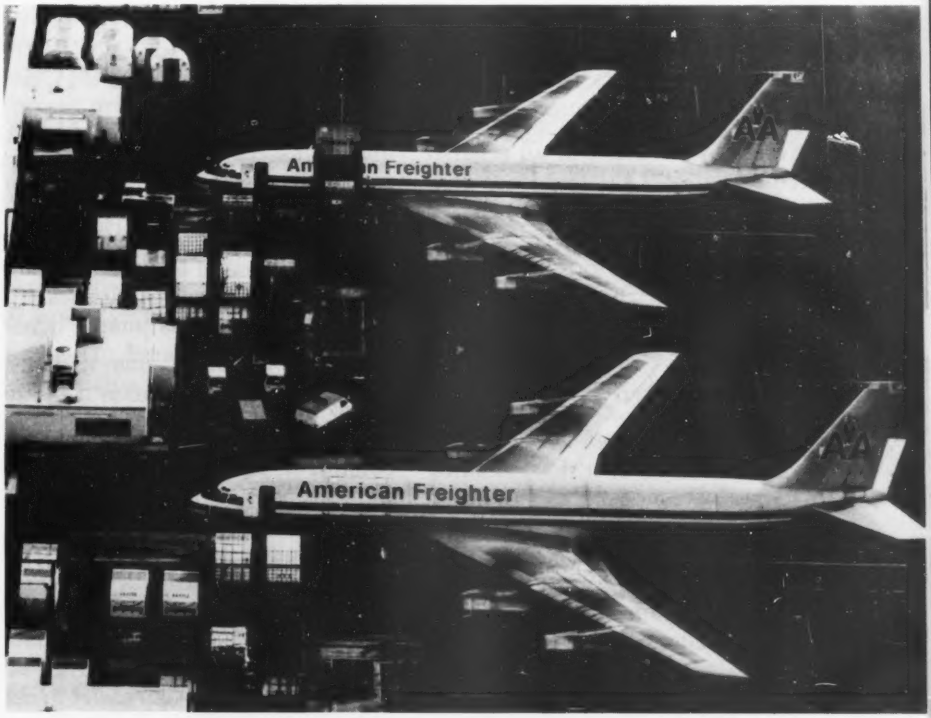
"I would be surprised if substantial price increases could be justified under the Price Commission's rule. Several factors really serve to reduce justification for any substantial price increases.

"First, decision by major steel companies to hold the price line. Second, new productivity standards to be issued by the Price Commissions. Finally, increasing constraint imposed by the profit margin rule."

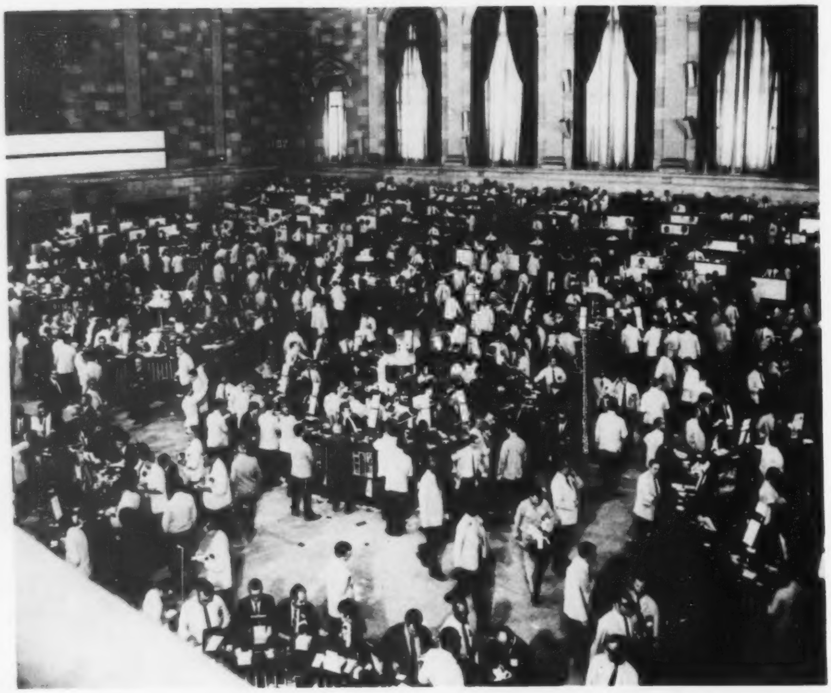
Rumsfeld called major steel firms' pledge to hold the line "an important step. A significant step in the effort to reduce inflation. . ."

Another of the initial news reports was by Dr. Marina Whitman, member of the Council of Economic Advisors, who noted that the consumer price index did not rise at all in March, real wages are rising.

—Cost of Living Council



AIR RATES EXEMPT—*The Cost of Living Council granted exemptions to certain aircraft and spacecraft products. International air rates were granted exemptions. Here American Airlines is using an electrically powered loading system to load and unload jet freighters at its Kennedy Airport cargo terminal.*



DIVIDEND QUESTIONS—*A stock market scene stimulates questions on the status of dividends in the New Economic Policy. Some of the answers are coming from the Committee on Interest and Dividends through Commerce Department Field Offices.*

U.S. Businesses' Dividend Questions To Be Answered By Federal Service

How are dividend payments affected by a merger or an acquisition for stock? Are dividends paid on preferred stock subject to Federal guidelines? Are all U.S. companies subject to following the Federal rules when paying dividends?

Questions posed

These are some of the questions posed by American businessmen with reference to the voluntary dividend restraint program of the Committee on Interest and Dividends. The CID was created by President Nixon as part of the New Economic Stabilization Program to request limitations of increases on dividends.

The CID has established a program for 1972, limiting these increases generally to 4 percent by companies that have 500 or more shareholders and more than $1 million of assets. In addition, commercial banks and savings and loan institutions have been requested to comply with the Dividend Guidelines, irrespective of whether they are covered by such Guidelines.

U.S. business has many questions it needs, answered. To serve businessmen, acting as a liaison between the committee and the U.S. companies, the Department of Commerce has assumed the primary responsibility of administering the dividend program for CID.

The contact point for business is the Office of Business Services Field Office in its area. Any of the 42 such offices (for a complete listing, see the inside back cover of *Commerce Today*), can assist firms with their queries. Any inquiry that a Field Office might not be able to handle will be referred to the Subcommittee on Dividends, housed in the Commerce Department in Washington, D.C.

The answers to the foregoing questions are:

- When two or more companies affiliate, and thereafter the Guidelines apply to only one, that enterprise has the option of pooling the dividend bases of the companies involved, or using the dividend base of the "principal predecessor company."
- Dividends paid on preferred stock are not subject to the Guidelines. The Guidelines are explicitly applicable to common stock only.
- All U.S. companies are not subject to the CID Guidelines.

Further explanations and interpretations will be given by the personnel in Commerce Department Field Offices.

According to Field Office Directors, some of the most common questions they are asked, and their answers, include:

Questions and Answers on Dividend Guidelines

May a company include its 4-percent permissible dividend increase in a single quarterly or semiannual payment rather than prorating it over the calendar year 1972?

Yes. A company may pay the entire permissible increase as part of one dividend payment. In so doing, such a company may desire to notify its shareholders that subsequent 1972 payments necessarily will be lower.

Please supply an example of the CID policy that fractional cents may not be rounded upward in determining the dividend rate per share but, in applying the rate to a stockholder's total holdings, a company may round the payment per stockholder to the nearest whole cent or accumulate the fractions for payment at one time.

A company paid a $.32 quarterly dividend in 1971 and that year was the highest base permissible under the Guidelines. The dividend ceiling for the entire year 1972 is

$1.3312 (104 percent of $1.28). The quarterly rate would be $.3328. If an individual had one share, the quarterly payments could be. $.33, $.33, $.33, and $.34; if 10 shares—$3.33 (rounded to nearest whole cent); if 100 shares—$33.28; and if 1,000 shares—$332.80.

May a company be subject to the accumulated earnings tax of Section 531 of the Internal Revenue Code if it restricts its dividends because of the Guidelines?

No. The Internal Revenue Service has announced that the accumulated earnings tax will not be imposed to the extent that the accumulation resulted from a failure to distribute earnings in order to conform to the Dividend Guidelines.

What is the definition of the term "net income (after taxes and dividends on preferred stock)?"

The term refers to the consolidated net income (after taxes and dividends on preferred stock) reported to stockholders in the company's financial statement for its fiscal year ending in 1971.

Does the Committee on Interest and Dividend Guidelines for Dividend Payments in 1972 refer to payments in a company's fiscal year or the calendar year 1972?

The Guidelines refer to payments in the calendar year 1972, regardless of a company's fiscal year (or the accounting period to which the payment relates).

Are companies that meet the definition of Subchapter S of the Internal Revenue Code subject to the Dividend Guidelines?

No. Such companies, by Internal Revenue Code definition (Section 1371), must have 10 or fewer stockholders and therefore would not meet the number-of-stockholders test for Guidelines coverage.

Is an adjustment required in the dividend bases or permissible 1972 dividends for common stock issued for cash?

No. Common stock issued for cash (including stock sold pursuant to rights, warrants, or options) in no event requires an adjustment.

May a company adjust upward its permissible 1972 dividends to take account of the repurchase in 1972 of a part of its common stock for cash?

No. Such common stock buy-ins are not equivalent to a reverse stock split, where such upward adjustment would be permissible.

If a company desired to maintain its base period cash payout per share, may it pay a stock dividend in excess of 4 percent in 1972?

Yes. The Guidelines apply to the year as a whole; therefore, by deferring the stock dividend until after payment of one or more cash dividends, a stock dividend of more than 4 percent is permissible.

Highest base period

For example, if a company pays a quarterly dividend and desires to maintain the highest base period rate per share throughout 1972, it may also pay a stock dividend of 4 percent prior to the payment of the first-quarter cash dividend, or 5⅓ percent prior to the second, or 8 percent prior to the third, or 16 percent prior to the fourth. Higher stock dividends than these would require the downward adjustment of cash dividends.

May a company consider the fair-market value of a stock dividend as a cash equivalent in computing its base for permissible 1972 dividends?

No. When the Guidelines refer to adjustments for stock dividends and splits, the reference is to a downward adjustment. However, no downward adjustment is required for cash distributed in lieu of issuing a fractional share as a result of a stock dividend and likewise no addition to the base is permitted.

—Office of Business Services

Civil Air Carriers Priorities, Allocations Formally Terminated

Priorities and allocations support to the civil air carrier program have been formally terminated, according to a directive of the Bureau of Domestic Commerce.

Prior to its termination (June 30, 1971) the program had permitted civil air carriers and their suppliers to use priorities and allocations issued under the Defense Materials System and Defense Priorities System of the Bureau of Domestic Commerce to require acceptance and fulfillment of orders for aircraft and maintenance, repairs and supplies.

"However, it appears that a limited number of priority orders have been placed since the program's termination," says Hudson B. Drake, Director, Bureau of Domestic Commerce.

"BDC, which is responsible for administration of DMS and DPS and for compliance with their requirements, has taken this action to insure that formal notice of the withdrawal of priorities support is given to all members of the affected industry and to provide a foundation for compliance action if necessary."

Ombudsman For Business

Businessmen who need assistance in their dealings with the Federal Government now have a central office in Washington, D.C., to write or call for information, suggestions, or even for registering complaints—the Commerce Department Ombudsman for Business.

All inquiries should be addressed to the Ombudsman, Thomas E. Drumm, Jr., Special Assistant to the Secretary, U.S. Department of Commerce, Washington, D.C. 20230, or call 202-967-3178.

HIRE

A Veteran:

Construction worker
Electronics technician
Electrician
Draftsman
Cook
Aircraft mechanic
Medical technician
Policeman
Computer programmer
Nurse
Administrator

He's Home.

Home with maturity, abilities and ambition.

Veterans have experience in dozens of fields. And hundreds of specialties . . . many of them hard to find. Trade skills. Technical skills. Professional and supervisory skills.

Call or visit your local state employment service.

Business And Economic Indicators Are Traced In Federal Statistics

How a wide variety of business and economic indicators behaved while the economy was moving toward the trillion dollar mark can be traced in detail in the 1971 edition of *Business Statistics.*

The book, recently published by Commerce's Bureau of Economic Analysis, is the eighteenth in a series of biennial volumes providing historical data for the 2,500 series that appear in the statistical section of the Survey of Current Business. The Survey is published monthly.

A sampling from the book shows that since 1947:

► National income almost quadrupled—with about three fourths going for employee compensation today, compared with two thirds in 1947,

► Total personal income almost quadrupled,

► Consumer prices increased 80 percent,

► U.S. imports increased three times faster than U.S. exports,

► Stock prices increased 450 percent as measured by Standard and Poor's combined index of 500 stocks,

► Average weekly earnings of factory workers increased 170 percent.

The publication shows how changing tastes have affected production. The output of effervescent wines has gone up 2,000 percent while beer brewing has risen only 40 percent since 1947.

Competition among materials can also be examined. For example, output of manmade fibers has grown fourfold while cotton production has actually declined.

In addition to the comprehensive data on gross national product and national income, and the U.S. balance of international payments, the new edition provides a wealth of information on plant and equipment expenditures, business sales, inventories and orders, prices, employment and unemployment, construction, banking and finance, transportation and many other industries as well as numerous commodities.

Annual data for most of the series are shown back to 1947. Quarterly data back to 1960 are provided for those series ordinarily published on a quarterly basis, and monthly figures are shown back to 1967.

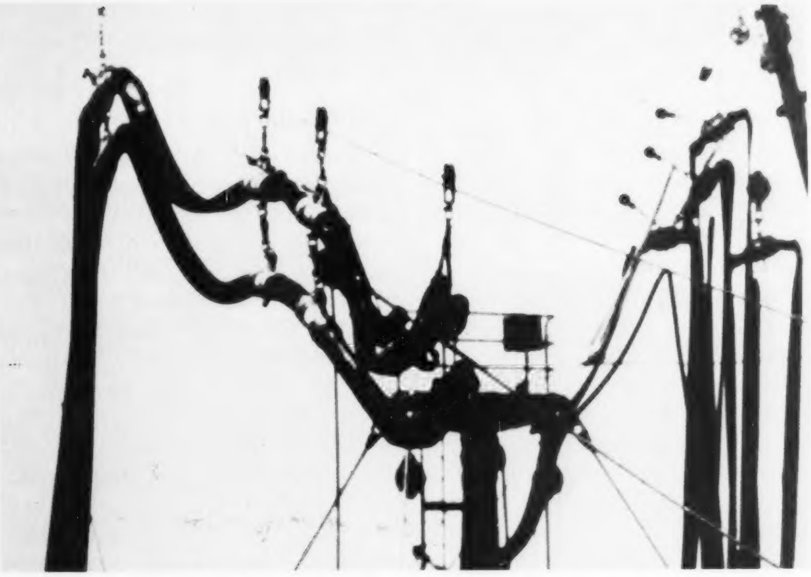
The 1971 edition, like its predecessors, includes a section of explanatory notes which define terms, give the sources of the data, and describe the methods of compilation. There is also a detailed index to the statistical series.

The 1971 edition of *Business Statistics* is priced at $3.00. Orders, accompanied by check or money order payable to the Superintendent of Documents, should be sent to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402 or to any Department of Commerce Field Office.

—*Bureau of Economic Analysis*

Publication of "We, the Americans," a special series of reports on the 1970 census intended for school students, was announced by Dr. George Hay Brown, Director of the Bureau of the Census.

Dr. Brown's announcement signaled release of the first in the series, "Who We Are" presents a summary of important 1970 census results in a form readily absorbed by teen-agers. It makes use of bright, psychedelic colors, simple graphs, numerous photos, and simplified language to tell new facts about the Nation's population.



MAZE OF HOSE—*Fueling hose is strung between the Navy ship and a merchant tanker, making possible refueling at sea during a joint operations experiment.*

Test Indicates Merchant Fleet Can Play Key Navy Supply Role

A new pattern may have been set for joint operations between the U.S. Navy and the U.S. Merchant Marine Fleet, as a result of a successful experiment just completed by the U.S. merchant tanker *Erna Elizabeth.*

Logistics experiment

For more than two months, the *Erna Elizabeth* has been conducting a unique Navy-Maritime Administration test of the ability of civilian-manned merchant ships to furnish at-sea logistics support for the Navy.

Her task, to conduct underway refueling exercises with United States and NATO ships in the mid-Atlantic Ocean, the Caribbean Sea and the Mediterranean Sea, was initiated by Assistant Secretary of Commerce for Maritime Affairs, A. E. Gibson, and Chief of Naval Operations, Admiral Elmo R. Zumwalt.

The testing program is the first in a series of such programs that will be studied and evaluated with the objective of extending the logistic support of Naval Forces at sea by utilizing merchant marine concepts of ship manning and operations, as well as making greater use of the assets available to the Navy through the Maritime Administration. These programs are being identified under the nickname of Charger Log.

Charger Log I

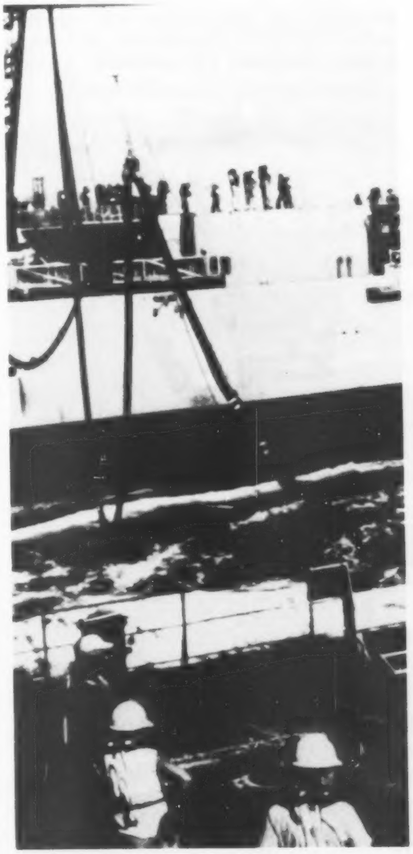
The *Erna Elizabeth,* whose program was conducted between Feb. 4 and April 4, 1972 and earned commendation from every Naval Commander in whose area tests were conducted. Her operations were nicknamed Charger Log I.

In her 61-day test, the *Erna Elizabeth* refueled 40 ships, while simulating sailing its original trade route. The initial concept she was to follow was to deliver fuel to Naval ships on a contingency need basis, after which the tanker could proceed on its way and the Naval ships would be able to continue their operations.

Tripods

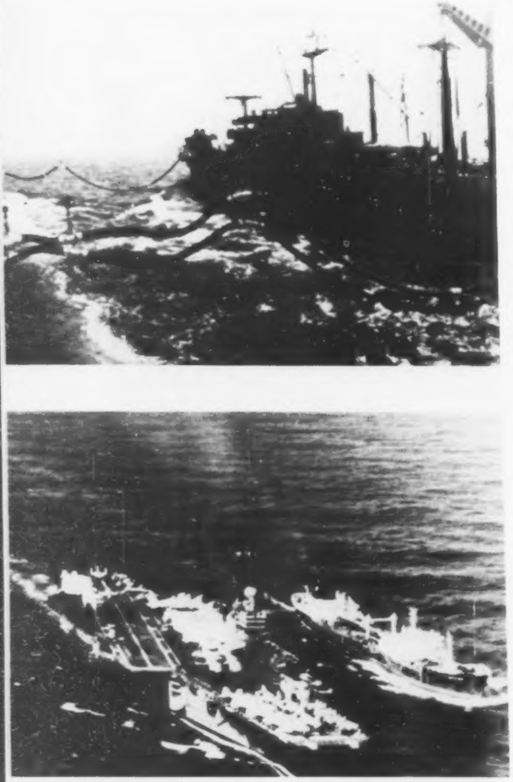
This type of replenishment required the installation of four inexpensive Tripods to accommodate a span wire from the Naval vessel to be fueled. This span wire carries a refueling hose which the Naval ship passes to the merchant tanker. The hose is then connected to the discharge pipeline. These items represent the National Defense Feature Kit with which many tankers are currently equipped.

This capability, however, is limited to Naval ships which can pass a hose to the merchant tanker,



SUCCESSFUL EXPERIMENT — The Erna Elizabeth *refueled 40 ships in her two-month test, proving the ability of civilian-manned merchant ships to furnish at-sea logistics support for the Navy. The program was a success.*

MOVING IN FOR FUEL—*The aircraft carrier USS Independence is shown moving alongside for refueling.*



REFUELING—*Shown at top is hose being strung for refueling of a ship at sea. At bottom is an aerial view of refueling by the Erna Elizabeth.*

but excludes smaller ships of the Frigate Destroyer and Destroyer Leader types. To accommodate these smaller ships, it was decided to have *Erna Elizabeth* conduct tests of the astern refueling concept, routinely used by a number of NATO Nations and the USSR.

Kit not available

An astern kit was not readily available, so the tanker obtained sufficient hose and fabricated a setup for refueling the smaller vessels. It was an experimental process, but, nevertheless, the *Erna Elizabeth* crew were able to stream the rig in 25 to 30 minutes.

During the project, 20 ships gained experience in the astern method of refueling, and valuable data was recorded with which to further evaluate its suitability and effectiveness.

The experiment is believed to have proved the economic feasibility of this type of operation, and to be not only in the National interest, but also in the interest of furthering a stronger partnership between the merchant marine and the U.S. Navy.

It also proved that a crew, using their inherent knowledge of seamanship and the resourcefulness for which the American merchantmen have always been known, can perform this type of operation with no previous training or experience.

No prior training

Gibson wrote to Capt. Harold Van Leuven, Master of the *Erna Elizabeth*, "This project was designed to test the hypothesis that a merchant tanker with no prior training or experience could effectively refuel Naval ships at sea.

"The voyage of the *SS Erna Elizabeth* has clearly proven the validity of that hypothesis and has also shown the skills of our merchant crews to be of the caliber needed to do the job in a highly professional manner."

Admiral Zumwalt said that the initiative of this crew established an important pattern for others to emulate.

Navy charter

Owned by Albatross Tanker Corp., a subsidiary of Seatrain Lines, Inc., the ship was chartered at a daily rate of $8,555, according to Rear Admiral John D. Chase, Commander of the Navy's Military Sealift Command, which arranged the charter.

MSC chartered the *Erna Elizabeth* for an extended period. The tanker will now be used in normal MSC operations, providing worldwide support for the Army, Navy, Marine Corps, and Air Force.

Gibson said, "when President Nixon sent his Maritime Program to Congress in 1969, he stated it was a program of 'opportunity and challenge.' The voyage of the *SS Erna Elizabeth* was both an 'opportunity and challenge'—she took the opportunity and met the challenge."

—Maritime Administration

Ten Less Active Vessels In Privately-Owned Fleet

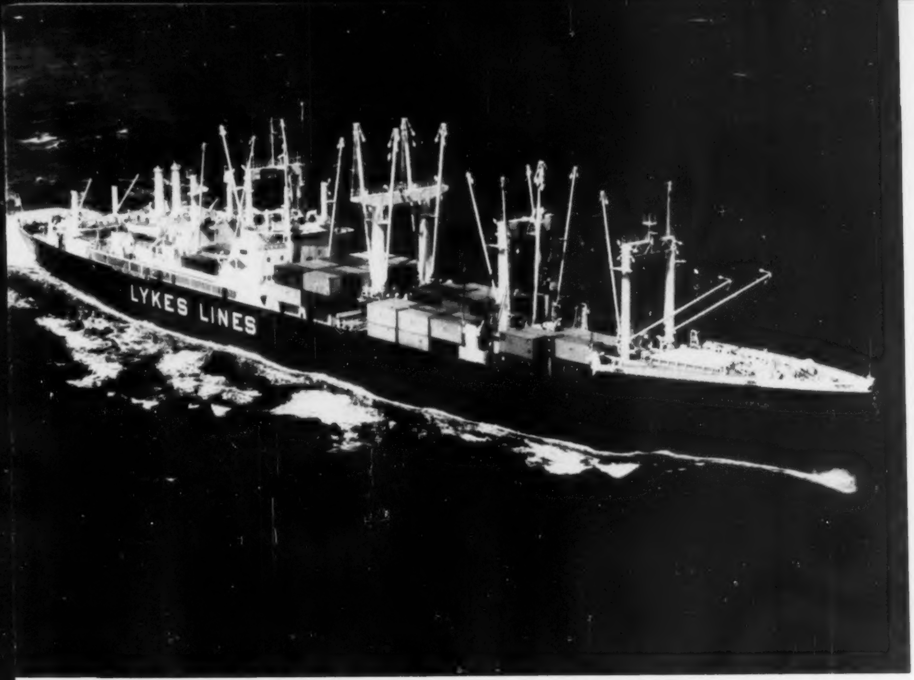
Privately-owned merchant ships in the United States decreased by 10 active vessels and five inactive vessels to a total of 683, according to current figures released by the Maritime Administration.

The Merchant Marine Data Sheet showed 1,313 vessels of 1,000 gross tons and over in the U.S. merchant fleet on March 1.

Three ships were transferred to foreign flag, two were declared marine losses and 10 were sold for scrap, resulting in a net decrease of 15 vessels during February.

The Maritime Administration's active fleet remained at 20 and its inactive fleet decreased by 21. Nine vessels were sold for nontransportation use and 12, sold for scrap. The government-owned fleet now numbers 630 vessels.

—Maritime Administration



LYKES SHIP—*A ship conversion already completed by Todd Shipyards Corp. of Galveston, Tex. The new contract calls for transformation of four freighters into containerships swelling to $447 million the total under the new program.*

Maritime Program Full Speed Ahead As Another Contract Signing Brings Total Construction To $447 Million

Four ship conversions—one to be delivered late this year, the others in early 1973—have swelled to $447 million the total value of shipbuilding and conversion contracts awarded under President Nixon's maritime program, according to A. E. Gibson, Assistant Secretary of Commerce for Maritime Affairs.

Four new conversions

Gibson referred to the newly signed $14 million contract covering the conversion at the Todd Shipyards Corp., Galveston, Tex., facility of four breakbulk freighters. The transformations will turn the freighters into containerships for Lykes Bros. Steamship, Inc.

"After their conversion," Gibson noted, "these ships will be the type of high-productivity vessels envisioned by the President and capable of effectively competing with foreign-flag ships for the carriage of U.S. foreign trade."

Gibson signed the contract for the Maritime Administration, the Commerce agency which will pay $5,998,276 of the $13,958,276 contract price in construction subsidy, representing the difference in cost between converting the ships in the U.S. and in West Germany.

The contract signing

Signing the contract April 14 in Washington with the Assistant Secretary were John T. Gilbride, president of Todd Shipyards, and Frank A. Nemec, President of Lykes Bros.

The four new Lykes ship conversions are in addition to a nine-ship conversion contract, valued at $30.6 million, that was signed by the same parties in May 1970.

All of these conversions are being done at Todd's Galveston shipyard. Six of the original nine are now in service.

At the signing of the contract, Gilbride said, "We are proud that Lykes Bros. Steamship Company with these four additional conversions has seen fit to entrust 13 of their vessels to us for this important conversion work.

Value To American Economy

How valuable are U.S.-flag ships to the United States economy?

Maritime Administration statistics show that for every dollar spent on freight on U.S.-flag ships, 71 cents of that dollar stays in the United States.

That 71 cents finds its way back into the economy in the form of wages, vessel mortgage payments, maintenance and repairs and a myriad of other ways.

Part of the 71 cents goes to the local dry cleaner, the supermarket, the druggist and all other firms furnishing goods and services to the community.

But—if the freight is paid to a foreign flag steamship company, that 71 cents leaves the country!

"Our association with Lykes," he noted, "dates back to the early twenties. Since that time, we have handled the major portion of their drydocking and repair work at our three Gulf divisions.

Good relationship

"We value our good relationship with this highly successful company.

Like the initial nine-ship flight of conversions for the New Orleans-based shipping line, the latest four conversions for Lykes involve the addition of a 97-foot midbody to each ship, bringing its length to 592 feet. The vessels will also have fittings installed to permit them to carry 158 containers each.

The four ships covered under the new contract—the *Brinton Lykes,* *Shirley Lykes*, *Marjorie Lykes*, and *Ashley Lykes*—were all built in 1962 and 1963.

Joseph T. Lykes, Jr., Chairman of Lykes Bros. Steamship Co., Inc., said that "Lykes has a long standing policy to provide American exporters and importers with the most modern, most diversified fleet available. Thus our original decision to 'jumboize' nine of our relatively new Gulf Pride Class ships to convert them to combination container and break-bulk ships was to prepare for the increasing demand for container space.

"The program has increased each ship's carrying capacity by 40 percent. The extremely favorable productivity of the 'jumboized' ships already in service, and their improved profitability, caused us to extend our contract with Todd Shipyards Corporation to lengthen four more of our Gulf Prides.

"The converted ships are identified as Gulf Pacers and each of them has the capacity for 158 containers in addition to their break-bulk cargoes."

Already converted

Six of Todd's seven shipyards have converted 33 freighters into container carriers since 1967 at a total cost of more than $200 million. Twenty-one of these were undertaken under MarAd's construction subsidy program, including nine—valued at more than $63 million—contracted for since the enactment of President Nixon's maritime program as the Merchant Marine Act of 1970.

The $447 million in contracts signed under President Nixon's maritime program—which was enacted into law 18 months ago as the Merchant Marine Act of 1970—includes 14 new ships, as well as 13 freighter conversions into containerships.

Of the 14 new vessels, nine are of the innovative barge-carrying LASH type, two are versatile combination ore-bulk-oil carriers, and three are 38,300-ton tankers.

Calendar For Businessmen

May 7-10—Hartford, Conn.—Annual Conference, American Industrial Development Council. For information, AIDC, Boston. Phone: 617-536-6378.

May 11-12—Washington—Second annual conference on Pollution Control in the Marine Industries, sponsored by the International Association for Pollution Control. For information, IAPC, Suite 303, 4733 Bethesda Ave., NW., Washington, D.C. 20014.

May 16-18 — Houston — Container seminar on Intermodal Transport, sponsored by Houston Chamber of Commerce, World Trade Club and Port of Houston.

May 20-22—New York—Sea Day Weekend at South Street Seaport Museum, Oceanographic Research Seminar.

May 22—New York—Observance of National Maritime Day. Helen D. Bentley, chairman, Federal Maritime Commission, will speak at Battery Park, New York.

May 22—Wichita, Kansas—Business Opportunity and Federal Procurement Conference. For information, James Clancey, Wichita Civic Cultural Center, Century II, 225 West Douglas, Wichita, Kansas, 67202.

Blacks Moving More Than Whites, But Mobility Rate Still Fairly Constant

Business marketing plans are affected by the movement of people—but last year only 13 million persons moved any distances.

More than 36 million persons—17.9 percent of the population—changed addresses between March 1970 and March 1971, but most of them didn't move very far.

About 23 million moved to another address within the same county, while the rest crossed county lines, according to estimates released recently by the Bureau of the Census, a part of the Social and Economic Statistics Administration (SESA).

The estimates came from answers to questions in a nationwide survey made annually since 1948 by the Bureau. Previous annual mobility rates from the survey have ranged from a high of 21 to a low of 18.3 percent. The 1969-70 figure was 18.4 percent.

Persons in their early 20's, especially those newly married, move about the most because of attending school, finding employment, and setting up new households. The mobility rate for persons 22 to 24 was 43.8 percent in 1970-71. For newly-weds in that age bracket, the rate was 83 percent during the survey year.

Blacks move more

The report notes that blacks move more often than whites—20.5 percent compared to 17.6 percent—but most moved within the same county, while only about 10 percent of the white population made intra-county moves.

The estimates are in a report entitled, "Mobility of the Population of the United States, March 1970 to March 1971," which also points out that men without jobs are more likely to move than employed men and that high educational attainment is correlated with high mobility.

Mobility statistics for age, sex, race, urban or rural residence, educational attainment, marital and employment status, and occupational and income groups are included in the report.

—*Census Bureau*

SCIENCE & TECHNOLOGY REPORT

- Eddy probed for effect on climate, fishing
- Sampling plan offered for sleepwear rule
- Housing study to measure wind effects
- California firms try development of urchin fishery
- Firms win contracts for engineer models
- Patents of special interest

Eddy Probed For Effect On Climate, Fishing

Do giant cold-water eddies that wander occasionally in the nearby Atlantic influence climate, weather, and fish resources, and impose obstacles to shipping and sailing boats, thereby affecting the business and social life of coastal areas?

This question is involved in an extensive research project that centers around a massive 100-mile-wide cold water eddy that broke through the Gulf Stream many months ago and since has been moving south along the coast in a comparatively straight line.

The eddy was first definitely detected in April, 1971, off Cape Hatteras, N.C., by the infrared measurements of an environmental satellite of Commerce's National Oceanic and Atmospheric Administration (NOAA). It is believed to be the eddy that was observed by a ship traveling from Bermuda to New York in October, 1970. In that case, it is about a year and a half old.

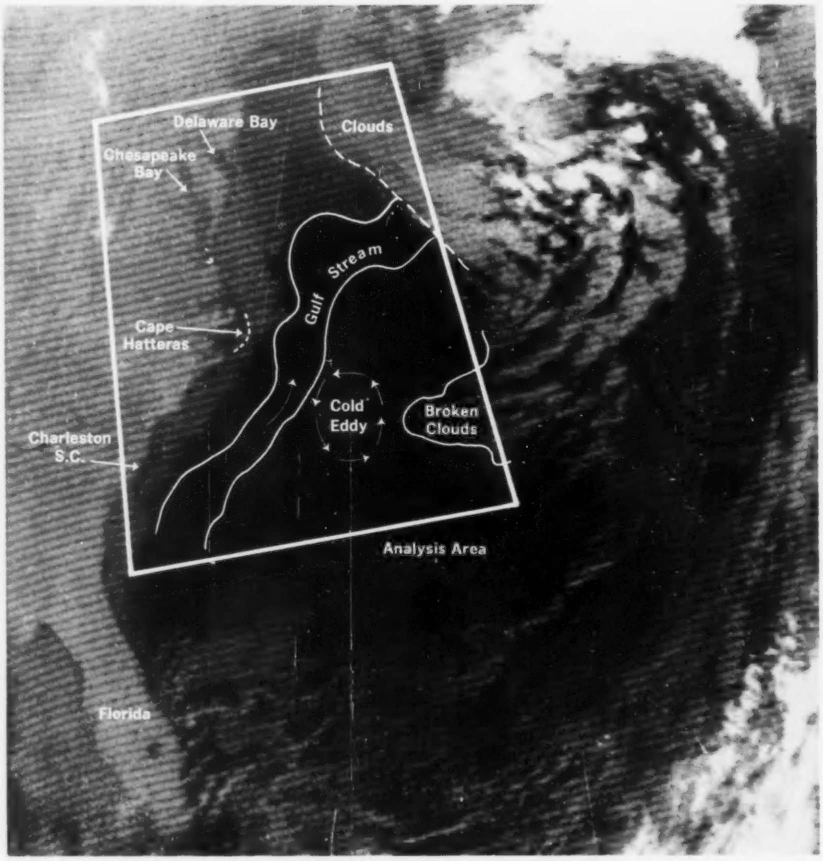
Since it was first clearly identified, it has been kept under observation, first by the NOAA satellite until the satellite became inoperative last July, and since intermittently by the Navy and Coast Guard, and the ship Trident of the University of Rhode Island. Recently the NOAA ship *Researcher* has collected a considerable amount of data on the eddy.

Bermuda Triangle

At present, the eddy is about 120 miles east of Cape Kennedy, Florida, and is moving through the Sargasso Sea, an ocean waste of about two million square miles between the West Indies and the Azores and noted for its masses of floating seaweed. In earlier centuries, this vast expanse was believed by sailors to be the abode of missing ships. The eddy likewise is in the Bermuda Triangle area, a portion of the Sargasso where in more recent times a number of ships and aircraft have disappeared.

Dr. Alan E. Strong, NOAA oceanographer who with others has monitored the movement of the eddy, says it is expected to merge with the Gulf Stream this summer. In that event, it will be the first cold-water eddy to be tracked to the point where it expired.

Dr. Strong reports that the eddy has now slowed down considerably, moving forward now only about two-thirds of a mile a day as compared with more than a mile earlier. He adds that, while a year ago its surface tempera-



SATELLITE VIEW—*As seen from an environmental satellite, a massive 100-mile-wide cold water eddy makes its infrared imprint as it moves down the east coast. Discovered more than a year ago off Cape Hatteras, it is now east of Cape Kennedy.*

ture was about seven or eight degrees colder than that of the Sargasso Sea, which normally is at least 70 degrees Fahrenheit, it is now only about a couple of degrees colder than the surrounding water. Moreover, he says, the eddy's surface cold water center apparently has disappeared. This is taken as an indication that it is on the way out.

However, it is rated as the strongest eddy thus far identified this far south. Moreover, its behavior has been different from that of others observed, since these have moved out to sea. It has rotated counter-clockwise, with the revolving current turning at a rate of about three miles an hour, and has moved forward about 400 miles during the year that it has been under observation. At one time, temperature soundings indicated that the eddy may have reached a depth of 6,000 feet, or more than a mile. But at its present point the water depth is not more than about 2,000 feet. Even so, there is locked in it an enormous volume of water, possibly half as much as all the water in the Great Lakes.

Dr. Strong points out that such a mass of rotating water contains a tremendous amount of energy, although any idea that such an energy mass could be utilized is not practicable under the circumstances, and may never be. By comparison, harnessing the tides is a much more practical idea.

Physical effect

"At present," Dr. Strong explains, "we are only trying to observe the physical effect of the eddy. But we need to know a great deal more about these eddies, how they originate, how many there are, and what effect they may have on climate, weather, fisheries, and the like.

"There may be a half dozen of these eddies a year, and some of them may have a life of five years.

"As the Gulf Stream travels northward, it picks up momentum. It is possible that the eddies play a role in this result.

"In its present condition, the eddy under observation probably has no effect on the adjacent land climate. But a year ago, when it was off Cape Hatteras, it could have had an effect on climate and weather, producing a slightly cooler summer, although we cannot say that this was true, since other factors may have been involved. There was a persistent feature in effect during the summer of 1971, a prevalent low pressure area near Bermuda, but we cannot connect this with the cold water mass.

"Whether the eddies are pitched off by the Gulf Stream, whether they break through the stream during its meanderings and in the course of the spring storms, we don't know. Answers to such questions depend on the collection of more information."

Dr. Strong points to some other interesting questions raised by the eddies, such as these: Do many of the eddies eventually join the Gulf Stream? Is there some force that attracts them to the stream? Is there a counter-current, which some oceanographers believe runs beneath the Gulf Stream, which may influence the eddies or move them southward? Do they, by returning to the stream, help restore energy to this ocean river?

Greater knowledge of the eddies, Dr. Strong explains, will be helpful, not merely because of the possible effect on climate and weather, but for a number of other reasons. It is desirable to know what fish and other marine life may be locked in these moving water masses, and also chemicals, pollution, and the like. No investigation has been made of this aspect of the matter. Also, information as to where the eddies are may be helpful to submarines and other ships that may pass through their area, and to sailing boats that move into one of the revolving water masses.

Obviously, a ship in an eddy conceivably could be thrown off course if its master and crew did not take counter measures, and the course of sailing boats likewise could be affected.

Most merchant ships move through the Gulf Stream on their way north, and hug reasonably close to shore on their way south. Thus they likely would not get into an eddy area, and usually they stay out of the Sargasso Sea. But this, of course, does not always happen.

A 'data desert'

Dr. Strong emphasizes the need for more knowledge about the ocean. He describes the Sargasso as a "data desert," explaining that since ships usually avoid the area information about it is meager. "We know more about the moon than about the Sargasso Sea," he observes.

Likewise, not enough is known about the Gulf Stream, although Benjamin Franklin first studied it nearly 200 years ago. This tremendous ocean river has a water volume approximating that of 2,000 Mississippi Rivers, and a flow that has been calculated at 100 billion tons of water an hour, 22 times as large as all the rivers of the earth.

It is 40 miles wide at its origin in the Straits of Florida between Florida and Cuba, and its volume picks up dramatically as it moves north. It meanders a great deal, and shifts in position from time to time. However, it continues up the North American Coast to about Cape Hatteras and then into the Atlantic toward Europe. Somewhere in the North Atlantic it splinters, one branch going north past Scandinavia and other branches turning southward past Europe's Iberian Peninsula and Africa until some of the water makes a complete circuit and reunites with the Gulf Stream near the Bahamas.

Although the effect on climate and weather of the vagabond cold water eddies is not known, there is no question as to the effect of the Gulf Stream on Western Europe. Without it, the climate of some of the countries of this region would be different indeed.

—NOAA

Sampling Plan Offered For Sleepwear Rule

A statistically-valid sampling plan developed by technologists at Commerce's National Bureau of Standards has been proposed by Commerce Secretary Peter G. Peterson as an amendment to the new children's sleepwear flammability standard which becomes effective July 29.

Using such a plan, manufacturers would be able to test sleepwear for conformance with the Government's flammability standards, an inherently destructive process, without destroying or damaging all the fabrics and garments involved.

"After the standard of the flammability of children's sleepwear becomes effective, parents can buy such sleepwear with great confidence," Secretary Peterson said.

He added that even the rare garment failing to comply with all test criteria would be several times safer than most sleepwear sold today. As a result of the new standard's requirement of improved fabrics or special chemical treatment, it can be expected that these garments would not flame, but only char.

Secretary Peterson points out that the new sampling plan also provides room for innovation in better testing procedures. It does this by permitting producers to come forward with alternative test methods, subject to Department of Commerce approval, that will provide an equal or greater level of protection to children.

The Secretary said that this procedure could provide an important incentive to manufacturers in developing lower cost testing procedures and other new flammability technology from which all consumers would benefit.

The proposed sampling plan was published in the April 18 issue of the *Federal Register*. Interested parties may comment on the amendment until May 18. All comments will be considered by Secretary Peterson before he issues the final sampling plan.

Commerce is currently reviewing and evaluating testimony offered at the recent public hearing (see *Commerce Today*, March 20, 1972, Page 8) on petitions to amend the children's sleepwear standard.

—Office of the Secretary

Turn About Is Fair Play

North Carolina's Division of Commercial and Sport Fisheries has reversed the normal order of things by supplying State aid to a Federal research installation.

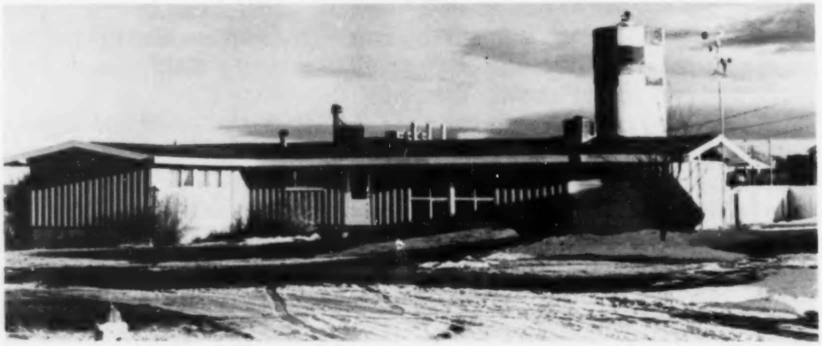
Commerce's Atlantic Coastal Fisheries Center on Pivers Island, off Beaufort, N.C., lost its only offshore research vessel when the *Point of Marsh* sank following Hurricane Ginger. The laboratory is part of the field network of the National Marine Fisheries Service and is involved in a monthly plankton survey.

The 29-year-old converted Army motor launch was obtained by the Federal fisheries agency in 1954 and loaned to the State of North Carolina for 12 years. Since its return in 1966, it had been engaged in research surveys.

Until a replacement is ready, the State's vessel *Cape Fear II* will help in the plankton survey.

—NOAA

Housing Study To Measure Wind Effects



WIND-SWEPT MONTANA HOME—*This is the home at Malmstrom Air Force Base, outside Great Falls, Mont., which has been instrumented to measure its structural performance under Montana's winds. Data gathered may affect future building.*

INSTRUMENT ADJUSTMENT—*Dr. Marshall adjusts wind instruments atop the house. Gales in Montana have reached up to 70 miles per hour, roughly half the wind speed of intense hurricanes. Study results could mean more wind-resistant roofs.*

Outside Great Falls, Mont., where winds sometimes reach up to 70 miles per hour, a study project is under way which could affect the nation's housing industry and the design of future homes built in hurricane-prone areas of the country.

Why certain houses so readily lose their roofs in hurricanes is the question being probed by building experts of Commerce's National Bureau of Standards. The Army, Navy, and Air Force are cooperating in the project.

Under the direction of Dr. Richard D. Marshall, project manager, a military home has been instrumented at Malmstrom Air Force Base to measure pressure, wind speed, and wind direction. Dr. Marshall is with the Building Research Division of NBS' Institute for Applied Technology.

The house chosen is a one-story, four-bedroom ranch type with a pronounced roof overhang. Such houses have roofs that performed poorly under the driving winds of hurricanes Camille and Celia in 1969 and 1970.

"We wanted to do this research in an area where strong winds occur frequently," says Dr. Marshall. "Great Falls' gales of up to 70 miles per hour are roughly half the wind speed associated with an intense hurricane."

Calculating the load

He is seeking to determine how wind forces interact with architectural features of the house such as shape of the roof, length of overhang, height of the roof above ground. By measuring the loads that Montana's winds impose on a house, it is possible to calculate the loads which would be inflicted by hurricane gales. Knowing by structural analysis what the house roof can withstand, it is possible to predict failures.

Readings and weather data will be computer-processed at the Bureau of Standards facilities in Gaithersburg, Md. These data, along with a model of the home, will be forwarded to Colorado State University where wind tunnel findings will be checked out for their simulation of the real events recorded in Great Falls.

Wind tunnel modeling is an inexpensive way to test the structural performance of buildings under wind loading, but it is felt that the reliability of results can be improved. To investigate the reliability of tunnel simulation is one purpose of the project.

Similar work to improve tunnel

SENSOR CALIBRATION — *Dr. Richard D. Marshall, project manager of the National Bureau of Standards investigation, calibrates a sensor used to measure wind pressure under an overhang of the house.*

CHECKING OUT THE ELECTRONICS—*Charles Bulik of the National Bureau of Standards checks out electronic data acquisition equipment set up in a garage of the house instrumented to study wind forces interacting with architectural features.*

testing is under way at the Gaithersburg laboratories. It involves a four-story Bureau building which has been completely instrumented to record wind pressures.

—*National Bureau of Standards*

California Firms To Try Commercial Development Of Sea Urchin Fishery

Commercial development of a fishery in California to harvest the spiny sea urchin, a delicacy in some countries of the world, is being encouraged by the National Marine Fisheries Service of Commerce's National Oceanic and Atmospheric Administration.

Heretofore, the sea urchin has been considered only as a destroyer of productive kelp beds and a menace to unwary waders at beaches where the creature flourishes. Stepping on an urchin can be a painful experience.

Development of a fishery could thus help solve an environmental problem in California coastal waters as well as provide an additional seafood delicacy.

Scientists of NMFS' Tiburon, Calif., laboratory are assisting two firms which recently began processing red sea urchins on a trial basis. The firms are also testing their distribution facilities and sales potential for the roe, which is enjoyed in France, Italy, Japan, Chile, and Hawaii. The roe reportedly brings excellent prices in Japan where demand has exceeded supply in recent years causing dealers to import from new sources.

California has a tremendous sea urchin population. The urchins feed on seaweed, particularly kelp, which many marine animals depend upon for food and shelter. Some areas that once supported extensive kelp beds and a variety of sea life are now barren except for a thick carpet of urchins.

Kelp conservation

Previous kelp conservation efforts have been devoted to destroying sea urchins rather than utilizing them. In San Diego waters, an intensive project of this nature undertaken in the mid-1950s has resulted in the recovery of many kelp beds, which serve as habitat for many prized fish and shellfish. This research, located at California Institute of Technology, is presently co-sponsored by NOAA's National Sea Grant Program and the Kelco Company, a kelp firm.

Reduction of the sea urchin population through harvesting them for food also promises to help restore the abalone, a valuable marine animal taken for food by both sport and commercial fishermen. Scientists report that the sea urchin competes successfully with the abalone for food and space. Areas dense with urchins are usually devoid of abalones, and where abalones are present, they appear to be stunted. —*NOAA*

Firms Win Contracts For Engineer Models

General Electric Co., the Magnavox Co., and the Lockheed Missiles and Space Co., have won contracts totaling $2,058,495 from Commerce's National Oceanic and Atmospheric Administration for engineering models of Limited Capability Buoys.

With this contract award, the program to develop a national system of environmental data reporting buoys for U.S. coastal waters and the deep sea has moved a step closer to accomplishment.

Such a system of unmanned, automatic environmental monitoring stations will eventually provide invaluable information for weather and environmental monitoring and protection services and to fishing, agriculture, transportation, resort, and other coastal and weather sensitive industries.

The National Data Buoy Center in NOAA's National Ocean Survey is developing the capability for deploying networks of environmental data reporting buoys that will provide meteorological and oceanographic measurements for operational and research programs in the deep ocean, coastal zone, bays, estuaries and large lakes.

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

Apparatus for controlling the dispersion of pollutants. Dispersion of pollutants having specific gravities less than that of water and floating on a body of water are controlled by encircling the pollutant body with a floating reservoir wall having an open top and bottom. The reservoir wall comprises an elongated length of flexible water-impervious material having disposed along its upper end a number of inflatable flotation cells, inflatable through a common duct running the entire length and having disposed along its lower end ballast means for maintaining the lower end of the wall beneath the surface of the pollutant and body of water. The ends of the reservoir wall are joined together in sealing relationship by compressively engaging inflated cells disposed along the ends of the reservoir wall. Pollutants issuing into a body of water can be directed into the interior of the enclosed reservoir formed by the reservoir wall by a flexible or inflexible conduit secured at one end around the source of pollution with the opposite end leading to the interior of the reservoir. The reservoir wall is held in a predetermined location by means of anchors resting on the floor of the body of water and connected by lead lines to the lower end of the reservoir wall. Patent No. 3,635,347 issued to Edward J. Rupnick, 1501 Lincoln Ave., N.E. Renton, Wash.

Oil slick confinement equipment. A device for confining pollution material floating on the surface of water to a given area for subsequent collection, storage or other disposition. The device contains a variable group of individual water tight floatable barrels rising above the water and affording a barrier against the escape of the pollution material from the area, together with universal joints connecting adjacent barrels of the group to one another and allowing the individual barrels to pitch and roll in accordance with the pitch and roll of the water upon which the barrels are floated to maintain the barrier operative despite undue water movement. Patent No. 3,651,647 issued to Edmond Flaviani, 719 28th Ave., San Francisco, Calif.

Method and apparatus for converting trees into wood chips. To convert small trees into wood chips suitable for use in the pulp wood industry combining a tree felling mechanism and a chipper mechanism in a single vehicle. The chipper mechanism consists of a rotatable-toothed member to sever the tree and a tree gripping and feeding mechanism, disposed above the chipper mechanism, operates to continuously feed the felled tree downwardly into the chipper mechanism where the tree is converted into wood chips. A conveyor assembly associated with the chipper mechanism moves the chips into a receptacle on the vehicle. Patent No. 3,651,845 issued to Robert L. Propst, 2347 Londonderry Ave., Ann Arbor, Mich.

Patents numbering 2,702,901 to 2,705,321 expired during March 1972. Upon the expiration of the 17-year period covered by a patent, the invention passed into the public domain and may be made, used or sold by the public without payment of any royalty, or infringement of the inventors exclusive patent rights.

Mechanical heart system. A mechanical heart system including an artificial heart having a rigid exterior casing which is partitioned into two halves, each half being divided into chambers by a flexible diaphragm which collapses to pump blood out of the artificial heart when subjected to fluid pressure, and expands to withdraw blood into the artificial heart when the fluid pressure is removed. A mechanical driving pump forces driving fluid into and from the artificial heart to control the operation of the diaphragm, the pump (a) forcing driving fluid into the artficial heart at a rate which is greater than the withdrawal of driving fluid from the artificial heart and (b) providing a more uniform rate of fluid flow between the pump and the artificial heart and modulating the transition between injection and withdrawal of driving fluid. A pump regulator is connected to the power input of the mechanical pump the regulator responding to the breathing rate of the user of the system to control the power input to the mechanical pump where the breathing rate of the user will determine the rate which blood pumps from the artificial heart. Patent No. 3,636,570 issued to Jay P. Nielson, 3490 South, E. Salt Lake City, Utah.

Smoke reduction combustion chamber. A combustion chamber either an annular or can-annular type, which substantially eliminates the production of smoke while maintaining all other performance parameters of the combustion chamber. The combustion chamber is provided with a front end configuration which substantially eliminates local fuel rich regions and provides a means for mixing the incoming fuel and air. Patent No. 3,643,430 issued to John M.G. Emory, Jr. and Joseph J. E. Faitani, Hartford, Conn. and assigned to United Aircraft Corporation, East Hartford, Conn.

Cotton harvester. A self-propelled machine used to harvest seed cotton. The machine includes a forward assembly composed of a modified crop pickup header having a reciprocating sickle knife, rotating bat reel and an auger conveyor, a pair of modified conventional cotton picking head assemblies arranged in a tandem relationship, each having been turned 90° about the respective horizontal axis to assume a horizontal position as opposed to the usual vertical position, a conventional shredder, a pair of typical delivery fans, the usual receptacle basket, and a conventional prime mover. Patent No. 3,651,624 issued to Martin E. Bandemer, Pine Bluff, Ark. and assigned to Ben Pearson Manufacturing Co.

Modular building structures. A system of modular building construction employing prefabricated wall and floor components which can be mass manufactured and assembled at a factory or at the building site to form a variety of completed building shell patterns which may be arranged to form single or multiple shell units on level or sloping terrain or stacked to form multiple story buildings. Such dwelling units or shells include mechanical means for covering the exterior window or door wall openings occurring between the assembled wall components by moving parts of the exterior of the building to cover the openings in order to vandalproof the building. Patent No. 3,645,052 issued to Paul R. Hanna, Stanford, Calif. and assigned to Vantrex, Stanford, Calif.

Resilient bumper guard for motor vehicles. A bumper guard assembly for motor vehicles, parking ramps, loading docks, and the like consisting of a channel shaped mounting bracket and a bumper member. The mounting bracket has spaced V notches in the flanges to facilitate conforming the bracket generally to a desired shape. The bumper member has a baseplate bonded to a resilient element. The baseplate has a substantially longitudinally extending slot and the resilient element has a groove in the rear face communicating with the slot for receiving the head of a mounting bolt for securing the bumper member to the mounting bracket above an attaching lip on the lower end of the mounting bracket. Patent No. 3,645,575 was issued to Coleman M. Slavney, 1618 Jefferson St., Madison, Wisc.

Split image rear-viewing system. A split image rear viewing system for a motor vehicle includes a primary mirror mounted adjacent the vehicle roof providing a lower sight path looking directly through the vehicle windows and an upper sight path looking over the roof through a rearwardly facing periscope. The individual sight paths are optically separated by a narrow occulted strip but blend into a single observed image rearwardly of the vehicle due to the pupillary diameter of the observer's eyes. Patent No. 3,645,607 issued to Donald R. Whitney, Birmingham, Mich. and assigned to General Motors Corporation.

Waste and trash crushing and compacting apparatus. Crusher and compacter for waste material adapted for disposition at the bottom of a chute to enable trash deposited to be compacted to facilitate removal from the premises, for incineration or burial at a remote location. Patent No. 3,651,755 issued to Louis Gati, New York, N.Y.

Apparatus for fighting forest fires. An apparatus for fighting forest fires in which a number of large sails are erected in the path of a forest fire, forming a shield which the fire cannot penetrate. The sails are erected using hot air balloons and the individual sails are constructed in such a manner that the heat and wind are trapped under the sails which helps to keep the sails erect. Patent No. 3,635,290 issued to James L. Schneider, 223 W. Wilshire Ave., Fullerton, Calif.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,600 patents are issued each week. Trademarks are published in the *Trademark Official Gazette.* Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, GPO, Washington, D.C., 20402.

Science Calendar

June 21-23—Boulder, Colo.—National Bureau of Standards, Boulder Laboratories Joint Measurement Conference. Theme is "The Role and Value of Measurement." Sponsored by National Bureau of Standards.

June 26-29—Boulder, Colo.—National Bureau of Standards. Precision Electromagnetic Measurements. Sponsored by IEEE and URSI.

July 17-21—Milwaukee, Wis.—American Society of Civil Engineers Transportation Engineering Conference. Sheraton-Schroeder Hotel. Conference theme is "Policy Issues In Transportation."

August 9-12—Kailua-Kona, Hawaii—International Symposium on Billfish. Sponsored by National Marine Fisheries Service.

Oct. 2-6—Gaithersburg, Md.—National Bureau of Standards. Third International Congress on Marine Corrosion & Fouling. Sponsored by the Permanent International Commission for Research on Preservation of Materials in the Marine Environment in cooperation with NBS, Maritime Administration, Office of Naval Research, and Naval Oceanographic Office.

Oct. 30-Nov. 1—Gaithersburg, Md.—National Bureau of Standards. "Dimensional Accuracy in Manufacturing." Sponsored by National Bureau of Standards.

Sept. 20-22—Gaithersburg, Md.—National Bureau of Standards. IEEE-TAP Environmental Conference.

Newsmemo

Graduate students on many U.S. campuses will be paving a path to exports for smaller American companies. A pilot program was begun by the Commerce Department about two years ago to enlist qualified MBA candidates to make export studies on behalf of specific firms. This sample effort was so successful in identifying and assisting new exporters that it will soon be extended to all accredited graduate business schools. Watch for detailed announcement in an upcoming issue of Commerce Today.

What time is it? For one thing, it is now Daylight Saving Time--except in Michigan, Indiana, Arizona and Hawaii, which remain on Standard Time. For another, Alaska supplies four different answers because it lies across four time zones. Furthermore, New Zealand is 16 hours ahead of New York, while Bolivia's clocks are apace with Manhattan's. Such information is on a concise World Time Chart for about 135 countries just published by Manufacturers Hanover Trust Co. For a copy write the bank's Public Relations Office, 350 Park Ave., New York, N.Y., 10022.

From the Geneva headquarters of the General Agreement on Tariffs and Trade comes a summing-up of the basic forces now causing strains on the world's trading system. The GATT specialists believe they are "a gradual shift, among the leading industrial countries, in the balance of economic power, the rise of regional economic groupings, the demand for and introduction of special measures to promote the trade of developing countries, the participation of centrally-planned (socialist) countries in the GATT multilateral trading system, and the growing importance of multinational corporations in production and international trade."

Federal-State cooperation in the current U.S. export drive will get a top-level boost at Memphis this month. The Governors of Tennessee, Arkansas and Mississippi plan to participate in the May 18 conference of the 12 Southeastern Regional Export Expansion Councils. The leaders of their States' industrial development agencies will share views at a panel session for the REEC members.

A Japanese businessman who seeks to help build U.S. export sales to his country will also appear at the Memphis meeting. He is a member of the promotional mission that is touring the U.S. this month to beef up the import side of Japan's two-way trade with the United States.

International Trade Winds

TIRES—International B. F. Goodrich Co., Akron, has announced completion of a major expansion of its plant in the Philippines that will boost production capacity by about one third. B. F. Goodrich Philippines, Inc., established in 1935, operates the factory at Marikina, Rizal, which opened in 1956. The expansion, which adds about 42,000 square feet of floor space, includes equipment for production of radial tires.

NATURAL GAS—Fluor Corp., Los Angeles, has been awarded a $3 million contract by Chinese Petroleum Corp. for engineering, design and procurement of a natural gas processing plant in northern Taiwan. Engineering work is already under way at Fluor's Houston Division. Construction, which will be handled by Chinese Petroleum, will begin in the fourth quarter of this year.

ABRASIVES—Norton Co., Worcester, Mass., and Kure Grinding Wheel Co. Ltd., Kure, Japan, have formed a joint venture to manufacture bonded abrasives in Japan. Under the agreement, Norton acquires 35 percent of Kure-Norton Co. Ltd. and Kure 65 percent. The venture, recently approved by the Japanese Government, employs more than 800 people. Factories are located in Kure and Moriya. In addition to establishing a manufacturing-marketing operation, the agreement also covers transfer of technical information under licensing arrangements.

COMPUTERS — Gosbank, the national bank of the USSR, has ordered two Honeywell Series 600 computer systems valued at approximately $5 million. The dual-configuration Model 615 systems, to be installed at Gosbank's computation center in Leningrad, will serve the three main branches of the state-operated bank—the industrial, agricultural and administrative branch, the savings branch, and the bank of foreign trade. They will form a communications network designed to automate Gosbank's administrative functions. The order includes 100 terminals that will be linked by telephone lines to the computer center from branch offices within a 180-mile radius of Leningrad. These are the largest systems to be exported to the Soviet Union by Honeywell, which has its headquarters for computer operations in Waltham, Mass. Delivery is scheduled for the fourth quarter of this year.

PROCESS EQUIPMENT — Ametek's Process Equipment Division, East Moline, Ill., has concluded a licensing agreement with a West German firm, Krauss-Maffei AG, Munich. The agreement gives Ametek rights to market Krauss-Maffei filters, centrifuges, dryers, kilns and complete process systems throughout North America. Krauss-Maffei will market Ametek equipment in Europe, Africa and South America. The agreement also provides for exchange of marketing, engineering and manufacturing expertise.

INTERNATIONAL COMMERCE REPORT

- **Trade Mission reports from Brazil, Argentina**
- **V.I.P. program results at New York show**
- **Norway's maritime equipment market**
- **New opportunities in Thailand**
- **Weak foreign demand slows Belgium**
- **Faster growth rate for Colombian economy**

Market Share Reports Ready For Traders

The latest edition of the Commerce Department's series of Market Share Reports, providing comprehensive data on trade in more than 1,100 manufactured products, is now available for U.S. businessmen.

Updated annually, this new edition is particularly timely for current and potential exporters seeking to capitalize on their improved competitive position resulting from the revaluation of major currencies. It covers the period from 1966 through 1970.

Previous annual issues of the reports have been a key source for assessing U.S. export performance in world markets and gauging sales prospects abroad. They are used widely by companies to assess growth trends in existing foreign markets, to determine which new outlets abroad offer promise, and to expand sales of components, parts, and accessories.

Market Share Reports contain detailed information on international trade in manufactured products—chemicals, machinery, transport equipment, and metals and other manufactures. Two series are available: a **country** series containing data for 73 leading importing nations and a **commodity** series covering more than 1,100 products. In both, U.S. performance in the world manufactures market is compared with that of eight principal competitors identified separately.

Share data pinpointed

Each of the 73 country reports presents a tabulation of the dollar values for imports of 1,127 manufactured products into a single foreign market. The U.S. percentage share is pinpointed as an aid in measuring competitive performance. The 1,127 products consist of 380 subgroups (4-digit products) and 747 items (5-digit products) of the UN Standard International Trade Classification (SITC). In addition, summary totals are shown for manufactures as a group and for chemicals, machinery and transport equipment, and other manufactures.

In 35 country market reports, the values represent actual imports as reported by the recipient country from the world, the United States, and eight other major exporters.

In the other 38 reports, the data are derived from export statistics of 14 major supplier countries which account for four-fifths of world exports of manufactures to foreign markets. In addition to the United States and the European Economic Community countries — Belgium-Luxembourg, France, West Germany, Italy, and the Netherlands—other suppliers included are Austria, Canada, Denmark, Japan, Norway, Sweden, Switzerland, and the United Kingdom.

Each of the commodity reports indicates the dollar values for one of 1,109 manufactured products shipped from the 14 supplier countries to 92 individual destinations. The People's Republic of China has been newly added as a market while Singapore and Malaysia, previously combined, are now shown separately. These reports permit existing and potential exporters to measure the demand for imports over a five-year period in each market and appraise the U.S. performance in comparison with that of major competitors.

The complete list of Market Share Reports is presented on pages 69-78. Country reports, listed alphabetically by title and MSR order number, cost $3 each; commodity reports, listed by SITC, title, and an order number to be preceded by the common prefix "COM 72-10001-", are $3 for one to five reports. Write: National Technical Information Service, U.S. Department of Commerce, Springfield, Va. 22151.

This year, in 58 commodity reports and in the 38 country reports based on export statistics, U.S. share data are presented for the first time, because of revisions in U.S. export classifications beginning in 1970.

The Market Share Reports are prepared by Commerce's International Trade Analysis Division from special computer runs ordered from the Statistical Office of the United Nations. Data cover all manufactures except mineral fuel products, processed foods, fats, oils, military firearms, and ammunition. Figures on textiles and nonferrous metals are incomplete in the commodity reports and in the country reports based on export data. These products are exported in substantial volume by countries other than the 14 major suppliers which provide the basic commodity export statistics.

Use of country series

To illustrate use of the country series, consider a manufacturer of kraft paper and paperboard in the United States who wishes to appraise the market for his products in West Germany. In the Market Share Report for that country, MSR 72-90021, he finds that German imports of the product—SITC No. 641.3—have increased from $108 million in 1966 to $169 million in 1970, or 56 percent. He further finds that over the period imports from the United States advanced from $20.9 million to $48.7 million, or 132 percent. The gain in U.S. market share from 19.4 percent to 28.8 percent, also quoted in the report, reflects a strengthening of this country's principal supplier position.

At the same time, however, more vigorous competition is evident from exporters in the Netherlands. German imports from the latter source soared from only $2.9 million to $17.4 million in the span of five years—nearly a sixfold increase in value and a sharp rise in share from merely 2.7 percent to 10.3 percent.

The buoyancy of the German market for kraft paper and paperboard is apparent from the information in the report. The manufacturer concludes that sales prospects are sufficiently promising to undertake an in-depth study to examine, for example, the outlook for German output of these products, price trends, distribution facilities, and selling techniques developed by major foreign competitors.

Use of commodity series

How can a U.S. manufacturer use the commodity series of Market Share Reports to enter the export market?

Take, for example, a firm which makes electric measuring and controlling instruments and apparatus (SITC No. 729.5). As a first step, the manufacturer consults Market Share Report COM-72-10001-0912 and finds that exports from the 14 suppliers to the world (excluding shipments to the United States) increased from $623 million in 1966 to $1,142 million in 1970, a gain of 83 percent. An almost equally good record was set by U.S. exports which, in the same period, advanced by 76 percent to a level of $423 million. Despite the slight reduction in the U.S. share of the market from 38.5 percent in 1966 to 37 percent in 1970, U.S. exporters continued to be the largest suppliers to the world's markets.

Focusing on Western Europe where economic expansion has been rapid in recent years, the manufacturer studies the trend in exports, market by market. The data reveal that the biggest export increases by the 14 world suppliers since 1966 were in the German market, where the U.S. share expanded, and in France, where the share contracted. He also takes stock of the competition, analyzing the performance of the eight other top exporters to each country.

Final step by company

Encouraged by these findings and similar indications from other sources, the manufacturer decides to make an on-the-spot survey particularly in Germany, and also to check into prospects in France, to gain a clearer picture of trends in demand for the various types of electric instruments he produces and gather information on distribution methods, applicable government regulations, and related subjects. With this in hand, he will be in a position to develop specific plans to promote his products abroad.

The Market Share Report listing —both country and commodity series—begins on Page 69.

Trade Fairs, Centers

Three Trade Center Shows Aim At Growing Markets

Materials for electronics industry: U.K. A Sept. 18-22 show will be the first exhibit of this category of equipment at the U.S. Trade Center in London.

A recent market survey reports that U.S. suppliers of specific materials should find a large and responsive market in the United Kingdom, where electronics manufacturers are constantly seeking more efficient methods and materials to remain competitive.

The final reduction of tariff rates under the Kennedy Round of the General Agreement on Tariffs and Trade (GATT) and the forthcoming entry of Britain into the European Economic Community are causing structural changes in the country's electronics industry. The main concentration will be on longer production runs for wider markets and this will lead to elimination of smaller, marginal firms from domestic and foreign competition.

Britain's industry lags in the development of advanced materials for production of electronic components and has a high regard for American production techniques and new material applications. In 1970, it is estimated that consumption of relevant materials topped $160 million, of which $26 million were imported. Direct U.S. sales totaled an estimated $12 million or 46% of imports, a larger share than that of any other foreign supplier.

For details, call George Kemp at 202-967-3088, or write him at BIC-946, U.S. Dept. of Commerce, Washington, D.C. 20230.

Construction equipment and building products: Southeast Asia. The U.S. Regional Trade Development Center in Bangkok will sponsor the first major exhibition of U.S. construction industry equipment in Southeast Asia June 27-July 1.

Southeast Asian markets for construction equipment and building products are large and expanding. A construction boom with growth rates of 15% per year has been underway in Thailand for the past decade, with heavy investment in infrastructure projects, highways, factories, hotels, office buildings and homes. Construction activity has been booming in neigboring countries as well.

These countries import a substantial percentage of their requirements directly from U.S. factories. In 1970, they imported over $47 million of this equipment from the United States, with $19 million worth going to Singapore, $13 million to Thailand, $11 million to Indonesia, and $4 million to Malaysia.

For details, call T. R. Padgett at 202-967-4727, or write him at BIC-958, U.S. Department of Commerce, Washington, D.C. 20230.

Medical diagnostic and monitoring equipment: France. American manufacturers will be able to show and sell their newest products at the U.S. Trade Center in Paris Sept. 18-22. The French medical electronics market, excluding X-ray equipment, is projected at $46 million by 1975, and X-ray growth is expected to reach $95 million a year later.

Types of equipment to be exhibited include items for: nuclear medicine, chemical and blood analysis, cardiology, patient monitoring and intensive care, fiberoptics and endoscopic applications, thermography, ultrasonics, minicomputers and special peripherals, perinatal medical equipment and sophisticated X-ray equipment.

Under the French Government's 5-year Economic and Social Development Plan (1971-75), emphasis is being placed on construction of new university hospitals and modernization of existing hospital facilities and medical centers. During the five-year period, some $2.5 billion of public and private funds will be spent in building, renovating, and equipping French medical facilities. The plan calls for 25,000 new hospital beds, renovation of 15,000 existing beds and replacement of 10,000 ward-type beds with more modern facilities, and supplying the new hospitals and health centers with modern diagnostic and treatment equipment.

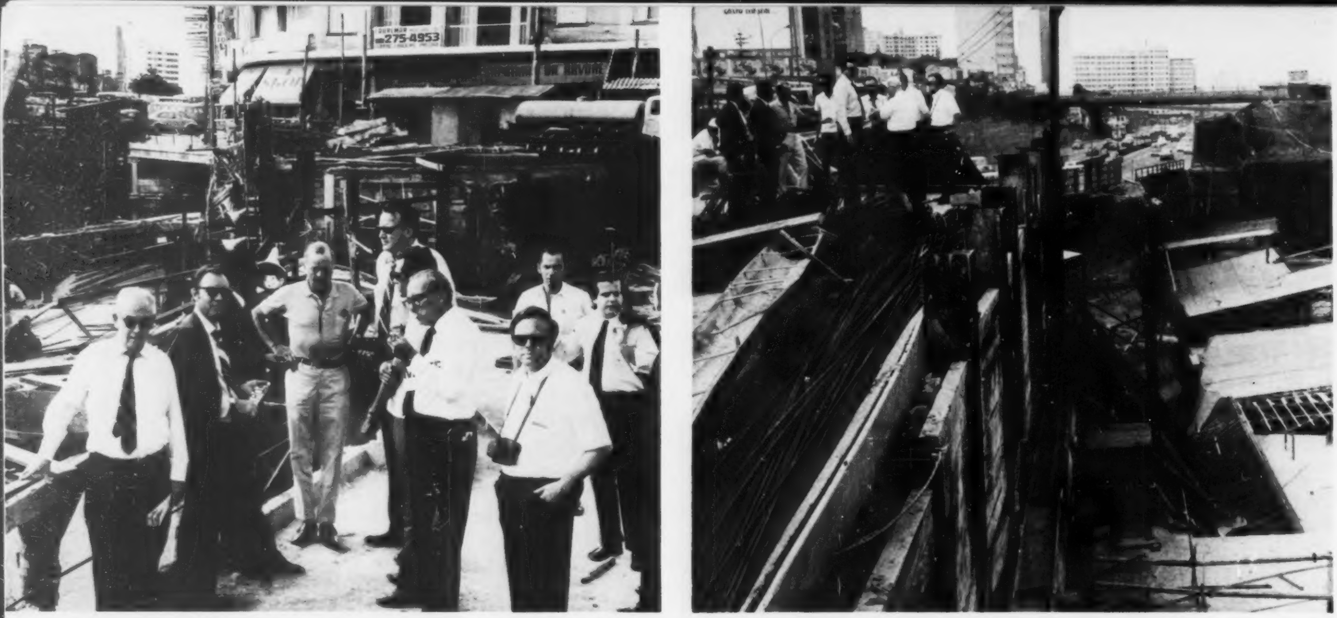
For details, call Don Johnson on 202-967-2795, or write him at BIC-948, U.S. Department of Commerce, Washington, D.C. 20230.

U.S. businessmen who will be exhibit-goers in Washington this month will be invited to be exhibit-participants overseas.

A Commerce Department display at TRANSPO '72 May 27-June 4 at Dulles International Airport will present information about 16 upcoming commercial exhibitions of transportation industry-oriented equipment in major markets around the world.

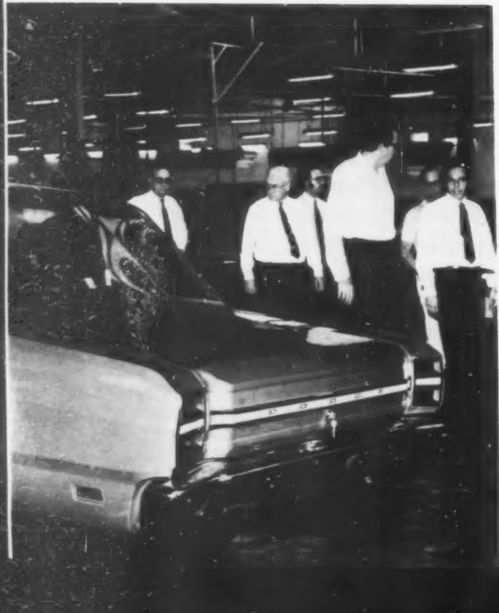
These Commerce exhibitions will be open to U.S. manufacturers of aerospace equipment, electronics and electrical equipment, metals, plastics and other products at international trade fairs and U.S. Trade Center shows in Frankfurt, London, Milan, Munich, Paris, Stockholm and Tokyo between October 1972 and June 1973.

Businessmen are invited to visit the Commerce Center at TRANSPO to discuss plans or reserve space for these overseas shows. The Center will be located in TRANSPO's Building "B", adjacent to an Export-Import Bank exhibit.



VIEWING DEVELOPMENTS IN BRAZIL—*U.S. trade mission visits Sao Paulo subway now under construction, with help of Eximbank financing. In first photograph, from left, are members Elliott Gordon, Director Tom J. Mc Spadden, next man unidentified, William K. Love, John Latshaw, next man unidentified, Francis X. Lambert of U.S. Consulate General, and J. Kyle Spencer (forward, right); man behind Spencer, unidentified.*

AT THE FINISH LINE—*Also in Sao Paulo, mission members (above and below) inspect final steps at plant of Chrysler do Brasil SA.*



U.S. Trade Mission Finds Competition Increasing In Brazil And Argentina

The markets of Brazil and Argentina can no longer be regarded by the U.S. business community as its "exclusive preserve," a U.S. trade mission observed after a recent two-week visit to Brasilia, Rio de Janeiro, Sao Paulo, and Buenos Aires. More enlightened, aggressive, and imaginative sales efforts will be required.

"In both countries," according to Mission Director Tom McSpadden, "competition is keen from European and Japanese companies. In some instances, U.S. products have been edged out because of price differentials."

McSpadden's team of five executives was assessing general business conditions on behalf of the U.S. trading community. It was thus distinct from most recent Commerce trade missions which represent single industries and pursue specific business opportunities. McSpadden, now with the Valley National Bank, Phoenix, Ariz., has been a special assistant to the Assistant Secretary of Commerce for Domestic and International Business.

On Brazil, the mission members concluded, at the same time, that good investment opportunities and a prime export market do exist for U.S. goods, particularly capital equipment, chemicals and petrochemicals, and other items needed to feed an expanding economy. McSpadden added that "readily available, competitive Eximbank financing places U.S. exporters in an excellent position to take advantage of these opportunities."

Marcus Vinicius Pratini de Moraes, Brazil's Minister of Industry and Commerce, told the mission that "Brazil welcomes foreign investment because of the technology that comes with it." He also pointed out that Brazil's economy, once plagued by inflation of more than 80 percent a year, now is growing at one of the fastest rates in the world.

Next to Venezuela, Brazil now has the largest U.S. investment in South America, an estimated $1.8

billion. Hundreds of American firms are represented and more than 8,000 U.S. citizens live in the state of Sao Paulo, where the bulk of U.S. investment is located. The American Chamber of Commerce in Sao Paulo has 1,500 members.

John Latshaw, E. F. Hutton & Co., Kansas City, Mo., investment banker, commented on the unique and imaginative way the Brazilian Government encourages mobilization of investment capital through fiscal incentives. This was a reference to the tax incentives available in Brazil to investors in mutual funds, open companies, or specific development programs.

Observations in Argentina

Of the second country visited, the group noted that the Argentine Government appears dedicated to a program of economic improvement and political stability while facing major problems.

The United States was the largest single supplier of Argentine imports in 1971—about 25 percent of the nearly $2 billion in foreign puchases. Major imports were machinery and equipment, iron and steel products, chemicals, fuels, and lubricants. U.S. direct investment is about $1.3 billion, mostly in manufacturing facilities. The investment climate has deteriorated in recent years.

The American Chamber of Commerce in Argentina impressed mission members with its numerous action programs to initiate and spur exports as a mechanism for generating additional income.

In addition to Director McSpadden and John Latshaw, the mission members were Elliott M. Gordon, Towle Manufacturing Co., Newburyport, Mass., manufacturer of sterling silver products; William McBride Love, Clayton Oil Co., St. Louis, oil and other investments, joint ventures in oil exploration; and J. Kyle Spencer, Trust Company of Columbus, Columbus, Ga., domestic banker and breeder of Hereford cattle.

U.S. Competitiveness Theme Of Trade Policy Conference

Executives in U.S. business, labor and government are holding a policy conference May 16-17 in Washington to explore ways to improve U.S. competitiveness and create new jobs in the face of increasing challenges from industries overseas.

Sponsor is the new International Management and Development Institute that is affiliated with the Fund for Multinational Management Education. Top-level Federal officials are among the speakers. Sessions will be held at the Department of Commerce, after a day of meetings at a downtown hotel.

Among the issues to be discussed are the Administration's priorities in international economic policy; the effect of the multinational corporation on trade, investment, employment and profits; trade legislation, including the Burke-Hartke bill; upcoming trade negotiations and relations with Western Europe and Japan, and changes in the international monetary system.

Also, U.S. Treasury policy in international commerce, efforts to curb inflation, activities in stimulating technology and productivity, specific tax and financing incentives for exporters, and the export support programs of the Commerce Department.

Commerce Department speakers are Under Secretary James T. Lynn; the Assistant Secretaries for Domestic and International Business and for Science and Technology, Harold B. Scott and James H. Wakelin, Jr.; the Deputy Assistant Secretary for International Economic Policy, Lawrence A. Fox, and Jack O. Padrick, Director, Office of Business Services.

Others from Government include Senator Charles H. Percy of Illinois, Ezra Solomon of the President's Council of Economic Advisers, Under Secretary of the Treasury Charls E. Walker, Under Secretary of State John N. Irwin, II, Governor J. Dewey Daane of the Federal Reserve Board, and Dean R. Hinton of the President's Council on International Economic Policy.

Representatives of business and labor on the program include George Baldanzi, International President, United Textile Workers; Dr. Antonie Knoppers, President, Merck & Co.; James H. Ingersoll, President, Borg-Warner International Corp.; Walter Slowinski of the Baker & McKenzie law firm; Kenneth Spang, First National City Bank, and Alexander B. Trowbridge, former Secretary of Commerce who is now President of the Conference Board.

For registration information **write:** International Management and Development Institute, Watergate Office Bldg., Suite 905, 2600 Virginia Ave., NW., Washington, D.C., 20037.

Electronic Communication Group To Visit East Europe

Electronic communication equipment is to be the focus of a trade mission now being organized by the Commerce Department to visit the USSR and other East European countries in September. Tentative plans call for stops in Moscow, Warsaw, and Prague.

Specific interest centers around two-way mobile radio equipment; telephone communication equipment; and video and radio broadcast, closed circuit, and cable TV equipment.

For additional information, **write:** Trade Missions Division, BIC-940, U.S. Department of Commerce, Washington, D.C. 20230; or phone E. Lee Carteron, 202-967-2051.

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ABOVE THE MADDING CROWD—*Like a beacon in the night for confused foreign businessmen, the 'V.I.P.' sign beckons with its promise of a special welcome. Seven New York area shows have gotten 'V.I.P.' treatment, and sales results have been excellent.*

VIP VISITORS
FOREIGN VIP VISITORS

SIGN IN, PLEASE—*'V.I.P.' registrants get special nameplates, a directory of the show's exhibits, and immediate attention in solving any problems.*

". . . . AND THIS IS"—*Howard G. Sloane (l.), New York REEC Chairman and originator of the V.I.P. concept, introduces Japanese visitors to a U.S. trade specialist.*

'V.I.P.' PROGRAM

Very Special Foreign Sales

Very Impressive Profits—that's not what the initials in New York's V.I.P. Program were originally intended to signify, but they may soon.

The red carpet treatment afforded to prospective foreign buyers through the 'Visit, Investigate, Purchase' campaign sponsored by the New York Regional Export Expansion Council helped U.S. exhibitors at last fall's Exposition of the Chemical Industries chalk up foreign sales that are expected to top $10 million.

This was the sixth such 'V.I.P.' effort organized by the REEC since 1966. A seventh promotion was mounted at April's National Packaging Exposition in New York's Coliseum and results will be available later this year.

'V.I.P.' attracts foreign buyers to see the products of a major American industry under one roof, and creates conditions at the show that make the sales climate as hospitable as possible.

After selecting a trade show which they feel deserves 'V.I.P.'

GETTING ORIENTED—*Specialists from several trading organizations are on hand to help with questions (l.), while talks move along comfortably in the lounge's relaxed atmosphere (r.), with secretaries standing by to record any agreements.*

Welcome Aids At U.S. Shows

treatment, the REEC prepares an international kit describing the show for distribution to thousands of businessmen around the globe. Kits for the chemical show were sent to all major international airlines and steamship companies, U.S. Government commercial specialists at overseas posts, four major travel agencies with offices around the world, international chambers of commerce, overseas counterparts of the National Association of Manufacturers, and New York banks with overseas branches.

At the exhibit, foreign visitors were provided with: a continental breakfast each morning, a directory of the show's exhibits, a 'V.I.P.' lounge for business consultations, translation services, advice on export financing, travel information, and a message center. Trade specialists from the REEC, the international banks, the U.S. Department of Commerce's New York Field Office and the New York State Department of Commerce also were available for consultations.

CLEARING THINGS UP—*Arthur C. Rutzen (l.), Director of Commerce's New York Field Office, shows visiting businessmen a sample of the 'V.I.P.' services.*

AN ISLAND OF CALM—*The lounge is also a good place to just sit, and collect thoughts before moving on to the next order of business.*

Norway's Growing Merchant Fleet Needs Wide Variety Of Products

Norway needs a wide variety of maritime and related equipment for its growing merchant fleet, and the United States can supply it.

F. Pierce Olson, Commercial Attache at the U.S. Embassy in Oslo, writes that Norway has about 9 percent of the world's total tonnage, giving it the fourth largest fleet. It is also perhaps the newest in terms of vessel age, which averages 5 years. The highly specialized fleet includes tankers, bulk ore carriers, roll-on, roll-off vessels, specialized chemical carriers and liquid gas carriers, in addition to general cargo vessels.

Norwegian shipowners expect to maintain and strengthen their position in world shipping. Norwegian orders for new ship construction account for an estimated 13 percent of the world total, and most major yards in Norway have full order books for years to come, some even through 1976.

The variety of products that can be sold in this market is enormous. The ships themselves represent markets for equipment ranging from propulsion units through sophisticated cryogenic pumps, electronic navigation equipment, computer hardware and software, to towels. Yes, towels! A large number of Norwegian ships' heads are equipped with towels made in the United States.

Another potential market

The shipyards, moreover, represent a potential market for another broad range of equipment, ranging from metals to metalworking equipment to materials-handling equipment. With Norwegian labor costs estimated to be the third highest in the world—having risen faster over the last four years than in any other industrialized country—any type of labor-saving equipment is of particular interest.

Any attack on these markets should be two-pronged. Every effort should be made to induce the shipowners themselves to specify particular equipment. Specification by the owners can result in exports to countries other than Norway, since Norwegian orders are spread over 16 countries and non-Norwegian shipbuilders' share of current Norwegian orders is estimated at about 70 percent.

At the same time, an intensive selling effort should be made to the shipyards, which have discretion in sourcing anything not specified by the owner. Since about one-third of the orders on hand in Norwegian yards are for foreign account, incorporation of a particular manufacturer's product by the yard could possibly result in later specification by a non-Norwegian owner.

Both types of customer—owners and yard executives—have expressed a preference for dealing with a local representative. Personal relationships are an important factor in Norwegian business life, and, while perhaps not impossible, it is generally difficult to sell by mail.

The American manufacturer or exporter who wishes to expose his products to Norwegian shipowners, shipyards, and sales agents covering the maritime industry is strongly advised to participate in the biennial Norwegian shipping fair. Norwegian shipyard executives visit foreign shipping fairs to sell, not to buy; buying decisions are made at home. The fourth edition of "Nor-Shipping" will be held in Oslo, May 2-9, 1973, and information can be obtained by writing to Norges Varemesse, P.O. Box 130, Skøyen, Oslo 2, Norway.

Recent indications suggest that the time may have arrived when American shipyards are once more competitive with those of Europe and the Far East. This is particularly true for highly specialized ships combining high technology and long, economic production runs, such as specialized service vessels for offshore drilling rigs.

MADE IN HOUSTON FOR NORWAY—*Mangone Shipyard in Houston sent two of these oil rig service-supply vessels to Norway in 1971; three more are on the way.*

U.S. shipyards appear to be in a good position to become a major source of supply for such vessels. Two were delivered to a Norwegian company by a U.S. yard in 1971 and more are on order. Yards with shipbuilding capacity available should make that fact known to the Federation of Norwegian Shipowners.

In addition, ship repair facilities in the United States should remain alert to the fact that the Norwegian merchant fleet represents a considerable amount of potential business. In order to get it, however, it is advisable to establish a relationship with a Norwegian agent.

No discussion of the Norwegian shipping and shipbuilding industry is complete these days without a reference to oil. Commercial finds of oil and gas have been made in the Norwegian sector of the North Sea, and one group has already started production.

Norwegian shipowners and shipyards are involved in a number of ways. Many shipowners are participants in oil exploration companies; others are leasing drilling rigs and supply service vessels to the exploration companies; and a number of the rigs have been, and will continue to be, built by Norwegian shipyards.

Both rigs and supply service vessels for Norway have been delivered from U.S. shipyards, and with off-shore activities likely to expand significantly over coming years the outlook for this market is particularly bright.

Improved Business Outlook In Thailand Gives Exporters New Opportunities

"We plan to have our own representative office here because Thailand is becoming an important market, we want to be in that market, we want to service our customers."

This view, stated to G. E. Robert Meyer, Commercial Attache at the U.S. Embassy in Bangkok by a visiting representative of a large American chemical company, reflects the views of other recent business visitors to Thailand who sense an air of "anticipated development" in the country. The economic slowdown of the past 18 months appears to have bottomed out and there are indications of a slight upswing in business activity.

Although some still express doubt, many local businessmen are optimistic that business is picking up, reflecting, in part, faith in the implied promises of better things to come made by Thailand's new revolutionary Government; the beginning of the third ambitious Five-Year Development Plan with more money anticipated for new projects; and an extra effort by the Thai Government to promote exports through special tax savings, lower electricity costs, and other incentives.

In general, report Meyer and Assistant Commercial Attache Hal Lucius, the business outlook is more favorable than this time last year, dampened only somewhat by an uncertain investment climate.

U.S. share can grow

In 1971 Thailand's total imports amounted to $1.27 billion, a one percent drop from 1970, and it appears that the U.S. share of this smaller total also fell slightly. Recent changes in international money rates affecting, primarily, Thailand's leading trading partner, Japan, may offer improvement. There are now opportunities for U.S. exporters to gain a larger share of the Thai market.

Most U.S. products carry higher selling prices, a liability hard to overcome in this price-conscious market. The key to capturing a share of the Thai market will be the agent the American company has in Bangkok. The manager of a large successful foreign trading company in Bangkok observed recently that a number of good U.S. suppliers are represented in Thailand by "small ill-suited shops."

As this is not a market, as one businessman put it, "where you can sell large ticket items off the floor," your agent's ability to put the product before the market and his friendships in the trade and contacts in government will be the foundation for any marketing program in Thailand.

The largest single market in capital goods, as well as many other lines, will continue to be the Thai Government, and any sales program in Thailand should consider government sales as a cornerstone. In seeking government sales a well-informed local agent with initiative can often be crucial.

One strong plus for U.S. exporters is the growing group of Thais who became familiar with a particular American product while studying in the United States or in local vocational training schools. These students develop a strong sense of brand loyalty, coupled with a respect for quality of the American product. Many U.S. companies wisely capitalize on this asset when promoting their products in Thailand.

U.S. products are widely acclaimed for their technical superiority and the R & D work that stands behind them. As one trader commented, "In high quality complex goods, where brains are required, the Americans are best. For example, in complex and sophisticated water treatment equipment, the United States is superior to all competitors in quality and price."

But this is still a price-conscious market; to sell a better but more costly product takes effort.

Flexibility in financing will,

FAMILIAR U.S. PRODUCT IN THAILAND—*Many U.S. firms, like Procter & Gamble, are competing in Thailand by establishing manufacturing facilities there.*

more and more, be a major factor in garnering sales in Thailand. Most companies already in the market state that this is the key to pulling in large profitable contracts. Often the higher-priced American product can be sold if the Thai customer is convinced that he is getting the best product and financing available. Several banks in Thailand, both Thai and American-owned, already are working with Eximbank in finding sales opportunities for American products and greater use of these banking facilities is likely.

U.S. exporters have a long history of supplying capital equipment to Thailand; U.S. machinery will continue to enjoy a good share of the market, despite liabilities regarding price and shipping costs.

Mining machinery and related specialized equipment will continue to find acceptance in a country where extraction companies work under a wide variety of conditions. On the other hand, a more sophisticated market for automotive repair equipment will grow to meet demand for Thailand's rapidly expanding fleet of privately-owned automobiles and trucks.

The agent for an American supplier of automotive test equipment said that American products give better results and stand up better than competitors. "The outlook for the sale of automotive test and maintenance equipment is very good," he said. "Automobile owners are beginning to rely more and more on this type equipment, instead of on the mechanic who thinks he knows but doesn't."

Most promising areas

What areas offer the most promise? The plastics industry which, after a period of stagnation, now is growing at 25 percent per year, offers a market for equipment and raw materials. Packaging machines should be in greater demand as marketing in Thailand grows more sophisticated. Interest in the food processing industry is also growing rapidly—one expert recently identified over a dozen projects being put together now—and one U.S. company has met with success in efforts to increase the U.S. share of this market. A sophisticated electronics industry, predicted by some technical experts, could mean a valuable market for American production equipment. And, if Thailand does play a more aggressive role in international markets, U.S. quality control and testing equipment could find a greater demand in nearly all Thai industries.

Two product lines which may have special appeal to American companies are construction equipment and environment control devices and systems. Construction men in Bangkok speak of renewed demand for their services after years of decline. Engineering companies may find some of the large projects, especially the World Bank-financed projects, appealing.

Concern with adverse changes in the environment, primarily air and water, is growing, particularly in Bangkok, and the Government has promised to improve the situation. However, orders for equipment will probably have to be generated by the Government and surveys and long-term planning assistance by U.S. consultants could be required to identify the shape of the problem to the Government and show the way for U.S. manufacturers to enter this market.

Until the recent international currency realignments, prospects for an improved market for U.S. manufactured consumer goods had diminished. The market is there and growing, but more aggressive marketing by Australia, Japan, Hong Kong, and Taiwan is increasing competition. Even products from Singapore are beginning to be competitive in this market. Furthermore, the Thai Government is using tariffs to discourage imports of some consumer goods to help encourage local production and favor imports directly related to economic development. Last year's currency shifts have given U.S. products, including some consumer products, an edge in this market.

Thus, despite heavy competition, many U.S. companies do find a market for their products in Thailand. A local firm representing U.S. suppliers of baby products, who sees his market growing at 25 percent a year, credited this to the fact that "the Thai people are becoming more responsive to the need for quality products." American manufactures noted for quality can, if the attempt is made, be exported to Thailand. The market is here waiting for an aggressive U.S. supplier or his competitor.

Weak Foreign Demand Slows Belgium; U.S. Should Prepare For Future Gains

Belgium's economy has slackened in the last year and activity is expected to continue at a moderate level during 1972.

The U.S. Embassy in Brussels advises U.S. firms to view this year as a planning and preparation period. For those interested in long-term prospects in the expanding economy of Belgium the current slack period might well prove to be the proper time for "spring planting."

Economic downturn

Following an excellent performance in 1969-70, the economy began to slow in early 1971, reflecting the downward cyclical trend in Belgium's major markets plus effects of the international monetary crisis of late 1971. The trend accelerated throughout the year, resulting in stagnation by early 1972. The Smithsonian Monetary Agreement of December resulted in a weighted average revaluation of 10.4 percent of the Belgian franc vis-a-vis the dollar, which should prove mildly depressive to the economy over the course of 1972 and into 1973.

The government's new economic plan, however, plus a large 1972 budget deficit, should hold up internal demand and mitigate the effects of revaluation on the domestic economy.

Despite the braking effects of relatively weak foreign demand, Belgian internal consumer demand has held up reasonably well. However, most economic indicators are down, reflecting the crucial role of foreign demand. The real GNP growth rate in 1971 was 3.7 percent, down from 1970's 5.5 percent. Although the Government predicts growth of 3.8 percent for 1972, most observers feel that a more realistic estimate would be in the neighborhood of 2-2.5 percent. Belgium had a trade deficit of $460 million in 1971, mostly the result of an extremely poor last quarter performance.

Reacting to these developments, the Government has embarked on an expansionary fiscal and monetary policy, hoping to support internal demand in order to mitigate the effects of weaker foreign demand. Nevertheless, industrial production and private investment are only expected, at best, to hold their own in 1972.

The U.S. share of the Belgian import market has, in recent years, stabilized at between 6.5 and 8.5 percent. Nineteen-seventy, with its 30 percent increase in the value of American sales to Belgium, was an unusually good year while 1971 is a return to the "historic" performance. The comparatively poor 1971 performance was primarily due to the absence of special developments which made 1970 such a good year, e.g., the purchase of two Boeing 747s and heavy coal purchases during the Limbourg mines' strike—plus some cutback in U.S. shipments resulting from the American port strike in the second part of 1971.

Mediocre year

With stagnation in the Belgian economy, 1972 will be at best a mediocre year for U.S. sales. Belgium is essentially an industrial processing country with imports and exports each equivalent in value to about 45 percent of GNP. With the softening of external demand for Belgium's exports, imports suffer in direct ratio. This trend is reflected in the lower GNP growth rate predicted for the year. Nevertheless, the absolute value of U.S. sales to Belgium should rise this year.

The U.S. share of the Belgian import market is not expected to increase significantly in the short-term as a result of the currency realignments. There have been few price reductions for U.S. products on the local market since the cost difference resulting from the dollar devaluation tends to be absorbed in the pipeline between U.S. manufacturers and Belgian outlets.

While devaluation will increase the competitiveness of certain U.S. products over the longer run, it is not possible to predict the net effect of dollar devaluation and other important new factors operating in the Belgian market. On the one hand, prices in Belgium may well rise faster than U.S. prices and reinforce the dollar devaluation advantage.

On the other hand, the trend toward greater intra-EEC trade, the anticipated increase in competition from Japan, and the growing production abroad of American multinational corporations will all bear negatively on the competitive position of some U.S. exports to Belgium.

U.S. agricultural exports to Belgium in 1972 will probably do well to match the high levels of 1971. Nevertheless, prospects would be for an even poorer performance without the stimulation of the dollar devaluation.

The largest single category of Belgian non-agricultural imports from the United States falls under the broad heading of machinery and mechanical appliances ($175 million in 1971). The dollar devaluation should, at least in theory, help increase sales in this area. However, U.S. manufacturers and local distributors appear to be retaining the devaluation advantage in many cases. The new Belgian budget provides an increase in public works spending and the market may open up some for sales of civil engineering equipment.

For the longer run, however, prospects for increases in the sale of one hundred percent U.S.-made equipment appear to be less encouraging as production increases from the European subsidiaries of U.S. firms.

The chemical industry in Belgium has recently experienced difficulties and competition has been keen. U.S. producers have in fact been concentrating on retaining their share of the market, with profits a secondary consideration. The dollar devaluation has therefore served to relieve the pressure under which American exporters were operating. The best prospects for increased sales are in high technology chemicals.

In most other important categories, transportation equipment, coal, textiles and textile articles, prospects remain mixed. The dollar devaluation will help in all cases, of course, but much depends on the marketing policies of U.S. manufacturers, exporters, and Belgian distributors. Significant effects are not likely before 1973.

Best opportunities

Best opportunities for increased sales in the short run probably lie with companies who have made some sales in Belgium, but are not yet fully established in Europe (i.e. that sell through agents rather than their own subsidiaries). In addition, some firms whose products have previously been priced out of the market may find, with the dollar devaluation, that they are now competitive.

Investment potential, with its long-term bias, remains high in Belgium. American investment has fallen off the past two years, but this was a natural trend following the extremely high investment rates of 1964-69. The Belgian Government remains hospitable to foreign investment, and the country's central location in the EEC will become even more important with expansion from six to ten countries. The Government continues to be concerned about economic expansion, and believes that foreign investment is an important, even necessary, contributor to achieving economic goals.

Colombian Economy Gains Strength; Import Capacity Now On Way Up

The Colombian economy is gaining strength this year, following a reasonably good performance in 1971 despite some uncontrollable adverse factors. GNP growth should surpass 1971's real 5 to 5.5 percent by a substantial margin.

John J. Eddy, Commercial Attache at the U.S. Embassy in Bogota, reports that the heaviest rains of the century set back agricultural production in the first half of 1971 and led to some shortages, but production recuperated well in the second half. Coffee prices were well below those of 1970. Even though non-coffee export earnings grew by 15 percent, the effect on foreign exchange earnings obliged authorities to reduce import licensing below the high 1970 levels. There were added inflationary pressures during the year and prices rose by 10 to 15 percent. Nevertheless, businessmen reported a very good year in general.

Improved outlook

Coffee prices have firmed up and agricultural conditions are currently excellent. Receipts from minor exports are growing satisfactorily. As a result of these factors, the outlook is much improved for Colombia's import capacity in 1972, and thus for U.S. exports to Colombia.

Various uncertainties affected the inflow of foreign investment in 1971. In large part these uncertainties involved Colombia's implementation of the Andean Pact statute concerning common treatment of foreign investment. Much confusion still surrounds this statute, for late in 1971 the Supreme Court declared that the Colombian Government had proceeded unconstitutionally in promulgating the specific rules for implementation. While the Government has stated that it will apply the spirit of the statute through existing authority until such time as this legal problem is resolved, it is not yet clear how this will be done.

Nevertheless, authorities are still accepting applications for new foreign investments. If these and the expected increase in domestic investment materialize, the outlook is improved for capital imports.

The recent international realignment of currency parities will benefit U.S. businessmen exporting to Colombia this year. Prices of many European and Japanese products have risen by 20 percent or more relative to the dollar. Still, the full effect of the new rules of the game cannot yet be assessed. For one thing, many current deliveries are based on the old price lists. There are inventories to be drawn down, and local importers are waiting for hard evidence that the price differential will last before they drop European or Japanese lines.

According to preliminary data, Colombia's total imports in 1971 fell 14.3 percent, to $794 million. Imports from the United States alone dropped 22.7 percent, to $326 million, the greater descent being accounted for in part by inflation in the United States and increased Colombian imports of non-U.S. auto assembly parts.

Decline is explained

Some step-up in Colombia's trade with other Latin American countries and diversification in the pattern of imports generally have also led to a growing market share for various U.S. competitors. Finally, completion of the transition from program to sector lending by AID with an accompanying end to financing of a commodity import program, and U.S. dockstrikes, help explain the decline.

There are many upcoming opportunities for U.S. businessmen in Colombia, since large plans are under way, although in most cases there is also strong interest on the part of competitors.

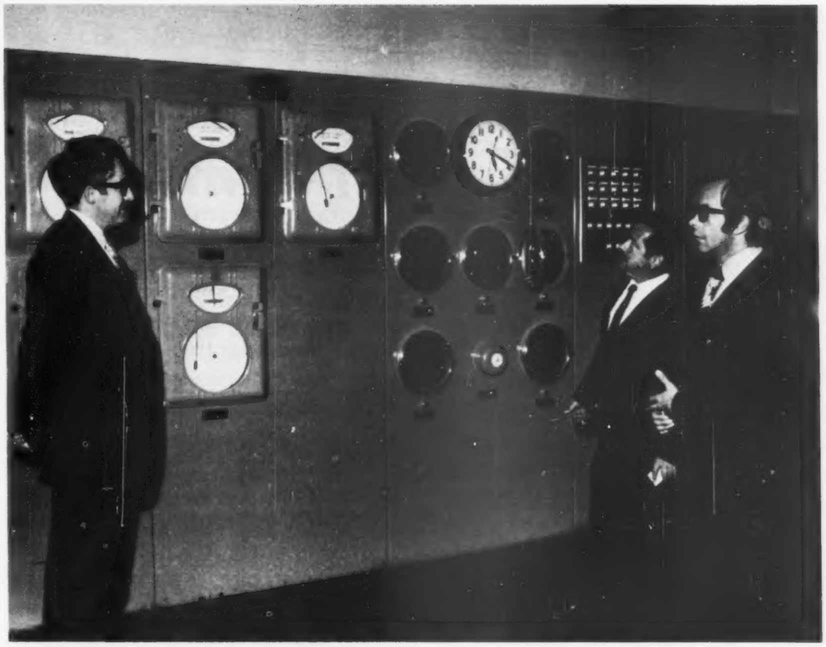
U.S. business might help, for example, in the proposed expansion of the electrical power industry from 2 million kw. at the end of 1970 to 3.8 million kw. by the end of 1975, a 90 percent increase at a total estimated cost of $700 million. U.S. exporters have an edge in the market for turbo-gas plants in the 10 to 20,000 kw. range, mainly because of shorter delivery times. They also have an advantage in the less costly and complicated substation equipment, and it is possible that they will soon become more competitive in the hydroelectric market. In fact, a U.S. firm is confident of supplying the four hydroelectric turbines of 125,000 kw. each for the first stage of the Chivor Dam now under construction.

In another area of opportunity for U.S. firms, ECOPETROL, the state-run petroleum corporation, may erect two new refineries at an estimated total cost of over $100 million.

Discussing a loan

Colombia and the Inter-American Development Bank are discussing a possible $60 million loan, a good part of which would be destined for port and urban improvement and expansion at Buenaventura.

Another sizable undertaking is the $120 million (over the next 8 to 10 years) Bogota Water Supply Project. U.S. manufacturers have already provided almost all of the equipment for the recently inaugurated $22 million amplification of the Tibitó Water Treatment Plant. New works include 33 kilometers of tunnels to be dug at Chingaza for aqueducts. The contract for the tunnels has been let but there remains significant need for equipment.



BOGOTA WATER SUPPLY PROJECT—*Author John J. Eddy (left) inspects part of the control panel at the recently expanded Tibitó Water Treatment Plant outside Bogota. U.S. manufacturers provided almost all of the equipment. With Eddy are Hector Pulido, manager of the plant, and, at far right, Assistant Attache Luis Roca.*

Also of special interest to U.S. businessmen is the opportunity to supply $17 million in hospital and medical equipment for Colombia's national health plan under the auspices of the National Hospital Fund, involving the outfitting of over 30 new clinics throughout the country. An invitation to tender is expected soon. Proposals for most of the $17 million in equipment needed would be welcome from the United States. Eximbank has issued a letter of preliminary commitment to the Colombian Government to provide financing for this project.

Important purchases

The important export opportunities connected with agriculture should not be neglected. The Instituto de Mercadeo Agropecuario (IDEMA), which purchases grain drying, storage and other equipment, has a $13.7 million line of credit extended from the Inter-american Development Bank. Similarly, the Caja de Credito Agrario Industrial & Minero (CAJA AGRARIA) has a number of plans in the formative stage for facilitating the financing of farm machinery.

To meet the sizable opportunities mentioned above, U.S. businessmen must be flexible. For example, the effects of the U.S. devaluation may be partially nullified if producers do not, in their shipments to Colombia, deemphasize expensive gadgetry or "labor-saving" devices not particularly needed or wanted. Moreover, even where a clear advantage in price exists, this is no time for U.S. exporters to slacken efforts to improve service. For example, some importers complain about faulty or expensive packing, tardy deliveries, and poor or non-existent credit terms. Repeatedly, moreover, importers deplore the increasingly serious nature of U.S. dock strikes.

The overwhelming consensus of Colombian businessmen, however, is that U.S. credentials to supply the Colombian market are excellent. U.S. exporters may in fact have an opportunity to effect their deepest market penetration in years.

World Trade Actions

India's New Import Policy Favors Its Export Firms

India: The Government's import policy for the Indian fiscal year April 1972–March 1973 continues to place emphasis on the objectives set in previous years: promote exports; encourage import substitution and economic self-reliance: and increase state trading.

The new policy provides both additional incentives to export-oriented manufacturers and sanctions against those who do not meet export obligations. The import requirements of the priority industries (59 industries engaged in manufacturing capital goods and products for export) are to be met first, subject to availability of foreign exchange. Firms in the priority sector exporting 10 percent or more of production are eligible to import from preferred sources. On the other hand, import licenses will be cut if firms in certain priority industries fail to export at least 5 percent of production. In any priority industry, more raw material and component imports will be allowed if a firm can prove that the resulting increase in production will reduce imports.

Industries in the small scale sector (plant investment less than $100,000), particularly those located in so-called backward areas, will continue to receive preferential import treatment for their machinery and raw material requirements. Technical and research institutions may import scientific instruments without a license up to a specified value. Educational, medical, and research institutions and universities may import technical books without a license up to a value of $1,374 in one year.

Over the past several years, the Government has banned the importation of an increasing number of items as they become available from domestic sources. The new policy adds 160 items to the banned list, including additional types of ball and taper bearings, machine tools, non-scientific instruments, dyes, and chemicals. Other types of ball bearings, dyes, and chemicals, and drugs and medicines are among 87 items added to the restricted list.

Over 70 percent of the value of India's imports will now be "canalized" through state trading agencies. The new policy makes these agencies the sole importers of 56 more commodities, including copper, cobalt, bismuth, petroleum jellies, titanium ores, red phosphorus, caustic soda, raw asbestos, PVC resin powders, other PVC compositions including molding powder and polyethylene molding powder. This brings to some 170 the number of canalized items.

A "steel bank" will be established by Hindustan Steel, the largest government-owned steel company. The bank will maintain stocks of critical categories of steel which can be purchased by priority users holding valid import licenses. It is hoped that this will reduce delays in obtaining steel, and eliminate what is believed to be a major cause of slow industrial growth.

The new policy also eliminates some delays in obtaining import licenses for certain items. Clearances required for importing machinery by manufacturers against export entitlements have been reduced; the need for certification of domestic nonavailability for machinery and spare part replacement licenses for defective imports has been removed; delays in licensing raw materials for new small scale units have been eliminated; the regional iron and steel controllers, which were responsible for licensing iron and steel imports, have been merged with the regional import licensing offices.

For specific information on India's import policy, send a complete product description to Near East-South Asia Division, BIC-896, Office of International Commercial Relations, Washington, D.C. 20230.

Japan: The Government has removed import quota restrictions on six items effective April 1. As a result, the number of Brussels Tariff Nomenclature items (exclusive of nine state-traded items and 38 items controlled for security and health reasons) on Japan's Import Quota (IQ) list, which are recognized by Japan as being inconsistent with its obligations under the General Agreement on Tariff and Trade (GATT), has been reduced to 34.

The six items removed from the IQ list are: (BTN ex 02.06) ham and bacon and meat and edible offals of bovine animals and pigs, salted, in brine, dried or smoked; (ex 17.01) beet and cane sugar, solid; (20.02-2-(1) tomato puree and tomato paste; (ex 23.07-2) compound feeds; (ex 25.03) sulphur; (ex 27.10-1) gas oils, heavy fuel oils, and other petroleum oils.

Simultaneous with the quota removals, import duties were increased on ham and bacon, sugar, and certain animal feeds.

Nigeria: The recently-established Nigerian Enterprises Promotion Board and twelve related state committees will carry out the provisions of Nigerian Enterprises Promotion Decree 1972. The Decree, which is to take effect March 31, 1974, was promulgated to assure increased local participation in the Nigerian economy. A list of 22 enterprises will be reserved exclusively for Nigerian citizens or associations; 33 other businesses will also be barred to foreigners unless the paid-in capital exceeds $1.5 million. Where these requirements for foreign participation are met, Nigerian equity participation must be at lease 40%. The first list, reduced from 26 items on the preliminary schedule released last June, includes retail trade (except for department stores and supermarkets), a number of small service industries, media services, municipal transport, and small assembly operations. The second contains the remainder of the retail and distributive trades and numerous manufacturing activities.

A broad range of industries which require more complex technology, with the exception of certain previously specified activities, thus remain open to unrestricted foreign ownership as Nigeria's economic recovery progresses rapidly. The Decree also permits appeals for relief or exemption from its provisions to be made to the Commissioner of Industries. Copies may be obtained from the Exporters' Information and Services Division 976, Department of Commerce, Washington, D.C. 20230. Request DIB number 72-04-078.

Indonesia: On March 25 Indonesia introduced a scheme of forward purchases of aid exchange to spur the use of foreign program loans (DK exchange). In addition to the program loans from the United States, the new regulation applies to loans from Canada, the U.K., the Netherlands, France, Belgium, Australia and New Zealand.

Under this scheme, foreign exchange banks are allowed to open letters of credit for imports financed with DK exchange on the conclusion of a forward purchase contract of DK exchange with Bank Indonesia. This scheme will permit importers to delay for three months the 100% rupiah payment which previously had to be made before opening the letter of credit. A nominal charge of 1/8 of 1% monthly, based on the value of the letter of credit, will be required. An advance payment or other guarantee will be requested from an importer only if the foreign exchange bank deems it necessary.

Forward buying contracts cannot be used for Government imports.

The forward buying scheme is additional to the rebate system introduced last August (*Commerce Today,* Sept. 20, 1971) under which importers are compensated for the higher interest costs in buying from distant suppliers. Thus, importers of goods from the United States using DK exchange will continue to be reimbursed for 15% of the landed cost of the import after the goods have cleared customs, and may, in addition, use the new forward purchase scheme.

The Indonesian authorities have also abolished the regulation limiting eligibility for aid financing to categories of goods considered as "essential." However, this will not affect the listing of eligible commodities under the U.S. Agency for International Development loans.

India: The business community has reacted mildly to the tax proposals presented under India's new budget for the fiscal year which began April 1. The budget's most significant increase is a 15% expansion of the development plan, to $495 million. The larger outlay will be allotted primarily to power works, industries and minerals, and social services.

Despite efforts to hold the line on non-development expenditures, increases are foreseen for various categories of civil expenditure, particularly debt service.

While no item has been added to the list of commodities already subject to an excise levy, the budget has increased the rates on kerosene, fertilizers, textiles, tobacco, paper, steel, paints and varnishes, aluminum, lubricating oils, power-driven pumps, tractors, and cigarettes.

The new budget continues the 2½% general customs tax introduced last December, when India was coping with the financial burden of ten million refugees and a war with Pakistan. In addition, there will be a 10% ad valorem duty on all items which pay a customs duty of 100% or more, and a new rate of 5% will apply to all items paying a levy of between 60% and 100%.

Information on India's duties on individual commodities may be obtained from the Near East-South Asia Division, BIC-896, U.S. Department of Commerce, Washington, D.C. 20230.

No increase in the personal income tax has been proposed for this fiscal year, but the surcharge on company taxation will be doubled. Despite this, and the withdrawal of the 5% special deduction on profits for domestic companies engaged in priority industries, the budget's impact on business seems minimal.

Multinationals To Be June Meeting's Topic

A conference on the future of American multinational businesses has been scheduled for June 1 and 2 in Washington, D.C.

Cooperating in making arrangements are a number of business and labor organizations—including among others the American Society for Personnel Administration, Emergency Committee for American Trade, National Association of Manufacturers, U.S. Chamber of Commerce, and the Institute of Labor and Research Studies. James E. Huttar, New York State School of Industrial and Labor Relations at Cornell University, will chair the conference.

Harold B. Scott, Assistant Secretary of Commerce for Domestic and International Business, is among the scheduled speakers. Others are U.S. Senator Vance Hartke of Indiana, and Herman Kahn, director of the Hudson Institute.

Write: Conference on American Multinational Corporations, International Hotel and Travel Representatives, Suite 706, 516 Fifth Ave., New York, N.Y. 10036.

International Business Reports

Mexico—Operating for Profit in a Changing Market. Published by Business International. $60.

This report analyzes the Echeverria Government's policies and plans, its accomplishments to date and impact on current profits, and discusses changes to come. It is designed to help companies adapt strategies to the changing framework of Mexican business. With case examples, it shows how firms are tackling problems of Mexicanization, import controls and local content requirements, export pressures, rising labor costs and local borrowing.

Write: Business International, 757 Third Ave., New York, N.Y. 10017.

1972 Directory of Foreign Consulates in Chicago and Other Foreign Representation. Published by the Chicago Association of Commerce and Industry. 51pp. $2.

Annually updated, this pocket-sized directory offers information on foreign consulate offices in Chicago, and lists official foreign tourism offices, world trade promotion organizations, and international trade associations, and their key personnel. The jurisdiction of each office is also indicated.

Other sections include a guide on how to address dignitaries, foreign trade definitions, and a listing of organizations involved in Mid-America international trade and located in Chicago.

Write: Andrew Robertson, Director, World Trade Division, CACI, 130 S. Michigan Ave., Chicago, Ill. 60603.

Economic Survey of France. 83pp. Economic Survey of Switzerland. 78pp. Economic Survey of the United Kingdom. 43pp. Published by the Organization for Economic Cooperation and Development. $1 each.

The annual reviews of these countries by OECD's Economic and Development Review Committee cover recent economic trends, economic policy, and short and medium-term prospects.

Write: OECD Publications Center, 1750 Pa. Ave., NW., Washington, D.C. 20006.

Imports and Exports of Plastics. 88pp. $225.

Designed as a marketing aid for plastics materials exporters, this study is an effort to compile all pertinent import-export data on resins (excluding semi-finished products) in one place. The data are then rearranged by country and resin, and comparisons are made and tabulated of capacity, production, imports, exports, population and GNP. Projections are made through 1981 by area of the world for exports and imports of plastics materials.

Write: Business Communications Co., 471 Glenbrook Rd., Stamford, Conn. 06906.

The Alignment of Foreign Exchange Rates. By Fritz Machlup. 94pp. $8.50.

Outlines problems of floating currencies and exchange rates. Enumerates and evaluates alternative options, and discusses the problem of timing in realignment of exchange rates.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

Electronics Industry of Japan. Published by Noyes Data Corp. 147pp. $24.

Provides information on Japanese companies active in the electronics field. Included is a statistical analysis of the present state of the industry and its historical development. A final section gives an alphabetical list of registered trade names.

Write: Noyes Data Corp., Noyes Bldg., Park Ridge, N.J. 07656.

Calendar For World Traders

May 3—Kansas City—Export packaging seminar, Rm. 140, Federal Office Bldg. Sponsors: REEC, Commerce Field Office.

May 4—New York—International Industrial Marketing Club luncheon, Chemists' Club.

May 5—Wichita—Export packaging seminar, Public Library, 223 S. Main, 9:30-11:30. Sponsors: REEC, Kansas City Field Office.

May 10—New York—FCIB Publishers Export Credit Group dinner meeting, Advertising Club, 4 p.m.

May 11—New York—Overseas Automotive Club luncheon (12:30) and meeting (1:30), Summit Hotel.

May 11-12—Washington—Second annual conference on Pollution in the Marine Industries, Shoreham Hotel. Sponsor: International Assn. for Pollution Control.

May 16—New York—International Executives Assn. luncheon meeting, Summit Hotel, 12:30.

May 17—Memphis—Mid-South Exporters' Roundtable seminar on Puerto Rico, on board riverboat Memphis Queen. Sponsors: REEC, Commerce Field Office.

May 17-20—Antigua, West Indies—CARIFTA/Caribbean seminar, Anchorage Hotel. Sponsors: International Executives Assn., Government of Antigua.

May 18—Memphis—World Trade luncheon, Sheraton-Peabody Hotel. Sponsors: World Trade Council of Memphis Area Chamber of Commerce, Mid-South Exporters' Roundtable, Memphis World Trade Club, REEC.

May 24—Milwaukee—Eighth annual Wisconsin International Trade Conference, Hotel Sheraton-Schroeder. Sponsors: Wisconsin REEC, Milwaukee BSFO, Milwaukee World Trade Club, Milwaukee Assn. of Commerce.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. Details on licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies, and appoint agents, and on major construction and expansion projects and U.S. visits by foreign buyers are presented below.

Licensing, Investment Abroad

NORWAY—An international licensing fair, "Know-How 72" is scheduled for Oslo from Nov. 6-12. The Norwegian Trade Fair sponsor of the event is an organization composed of industry, trade and shipping organizations. The purpose of the fair is to provide a forum for the exchange of industrial know-how and manufacturing licenses, and the discussion of joint venture arrangements. Reportedly, this will be the first such fair in Scandinavia and U.S. firms are invited to participate. Write: The Norwegian Trade Fair, Drammensveien, P. B. 130, Skøyen, Oslo 2.

ARGENTINA—3432—Importer and distributer of a wide range of building materials and industrial equipment seeks licenses to manufacture **lawn and field sprinkler systems.** Also interested in **quick action pipe coupling and accessories for sprinkler systems.** Flores Y Aimaretti S.A.C.I.y.F., 25 de Mayo 864, Cordoba, Province Cordoba. WTD. P-72221

AUSTRALIA — 2851 — Paint manufacturer seeks license to produce **electrostatic powder coatings.** Initially wants to distribute, later move into licensing. Present product line includes industrial and specialty coatings, floor finishes, marine paints and automotive refinishes. Has sales offices, warehouses in ten industrial centers. Is affiliate of large Australian company. David R. Riley, Director—Gen. Mgr., Spartan Paints Pty., Ltd., 594 St. Kilda Rd., Melbourne 3004. WTD. P-72211

AUSTRALIA — 3533 — Diversified firm seeks licenses to manufacture **heavy equipment for the mining, other industries.** Product interests include underground diesel locomotives, loaders, winders, crushers, screens and slurry pumps. Also scrubbers, separators, cement kilns, thermal dryers and blenders. Firm currently makes steel mill equipment, large industrial gears, rolling stock, mining equipment and boilers. Has licensing agreements with major U.S. companies. Also engaged in structural and general engineering. W. Eddy, Gen. Mgr., A. Goninan & Co. Ltd., P.O. Box 21, Broadmeadow, N.S.W. 2292, Australia. Further information available from Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. WTD. P-72204

BELGIUM — 3552 — Manufacturer of weaving looms, bobbin winders, braiding and knitting machines seeks license and technical know-how to produce **textile machinery.** Firm does not want capital participation or managerial assistance. Exports its textile machinery all over the world. Also maintains an industrial machine division. N. V. Manta, Neerstraat 56, Waasmunster 9170, Belgium. WTD. P-72232

BELGIUM—3569—Seeks licenses and technical assistance to produce **automatic lubricating systems.** Company does not desire capital participation or managerial assistance. Presently is the sole producer of centralized automatic lubricating systems under an Austrian license. Principal clients are the Belgian Ministry of Public Works and the Belgian Port Authorities. Firm believes there is a good market in Belgium and Europe for American machinery. N. V. Manta, Neerstraat 56, Waasmunster 9170, Belgium. WTD. P-72207

DENMARK—7394—The Danish Ministry of Commerce is prepared to allow bona fide foreign companies to establish Danish subsidiary **leasing companies.** For details write the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. P-72201

GERMANY — 3535 — Manufacturing rights for **belt, bucket, screw, chain, pneumatic and plate conveyors; belt feeders; and weighing equipment.** Firm currently manufactures above products, employs 150. Moellers, Maschinenfabrik, 93 Sudhofer Weg, 472 Beckum, Germany. Brochures describing firm's product line are available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. WTD. P-72214

GERMANY — 3555 — Manufacturing rights for **machinery for producing business forms, other special equipment for the printing industry,** besides presses. Firm makes printing machinery, employs 300. Edelmann & Co., Maschinenfabrik, In der Stadtwiese, 6124 Beerfelden-Odw., Germany. WTD. P-72216

GUATEMALA — 2091 — Businessmen plan to establish a 50,000-ton-capacity **cotton seed oil plant.** Seek modified turnkey operation. U.S. firm would supply equipment, plans, installation know-how; local firm would build facility. Amilcar Alvarez, Consejo Nactional del Algodon, Apartado Postal 936, Guatemala City. P-72203

INDIA—3551—The Government recently authorized a dozen firms to manufacture **dairy equipment.** Opportunity for U.S. participation. Recent report identifies Indian companies and product interests. Copy available from Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. P-72206

INDIA—3691—Licensing and technical know-how arrangement sought to establish plant for manufacture of **lead acid storage batteries.** Projected annual production of 104,000 includes automotive, stationary, train lighting cells and traction batteries. Project proposed by firm operating two textile mills and tea plantations. Project cost, excluding working capital, estimated at $1.3 million. M. K. Mohta, Man. Dir., Shree Bhawani Cotton Mills Ltd., 138 South Ave., New Delhi 1, India. WTD. P-72219

IRAN—2033—Joint venture, licensing or technical assistance arrangement desired to establish a **food canning facility.** Plant would can one ton of fruits, vegetables, pickles or preserves per hour. Maximum equity offered is 49%. Plant to be located in Karaj, a small city 30 miles west of Tehran. The Overseas Private Investment Corp. has indicated it would consider insurance and/or guarantees for the project. Additional information available from Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D. C. 20230, or Jahangir Moussavizadeh, Plaskar Industrial and Chemical Co., 89-91 Baghe Sepah Salar, Shah-Abad Ave., Tehran. WTD. P-72190

JAMAICA — 2520 — Joint venture to manufacture **office furniture** for domestic market. U.S. investor to provide capital of $75,000, technical know-how and train local personnel. Firm is an importer of office furniture and will supply marketing facilities, plant and work force. Also the major portion of operating capital. Slyvester Grey, Managing Director, The Office Furniture Co. Ltd., 6 Lismore Ave., Kingston 5. P-72202

KENYA—5531—Joint venture sought by **retailer of automobile parts and accessories** to permit further expansion. U.S. investor limited to 49% equity. City Motor Accessories (1970) Ltd., P.O. Box 43614, Nairobi. WTD. P-72218

MEXICO — 0132 — Partner sought for **dairy operation.** Currently produces 6,000 liters of milk daily. Wishes to increase production to 8,000 liters in next six months. Pasteurizing plant installed on farm. Juan Murra, Central 140, Colonia Torreon Jardin, Torreon, Coahuila, Mexico. P-72192

MEXICO—3532—Manufacturer of **mining equipment** seeks license to produce additional machinery in this line. Facilities include steel and iron foundries, electrolytic galvanizing plant and machine shops. Firm has diversified industrial activities. George Lowensten H., Gen. Mgr., Molinos de Vientos, S.A., Calle 53, No. 1, or Apartado Postal 724, Chihuahua, Chihuahua State. P-72215

MEXICO—3555—Firm seeks license and technical assistance to manufacture **presensitized aluminum offset plates.** Present plant is well-equipped, but will set up new plant if necessary. Principal product line is zinc photo engraving plates and other graphic art materials. Employs 45; established 1954. WTD. P-72208. Laminadora Foto Zinc, S. A., Paseo de la Reforma 35-9o. piso, Mexico 1, D.F. WTD. P-72208

NETHERLANDS—3391, 3452, 3589, 3714—Producer of worm and bevel gears, shafts, bolts, cranks, box and disc shape parts seeks licenses for items similar to present line. Products of special interest are **exhaust-fume purifiers, components for industrial machinery, domestic and commercial garbage disposers, automotive replacement parts and lubrication systems.** Firm also manufactures large quantities of brake valves and brake shafts for several U.S. companies established in The Netherlands. Operates engineering, trading and repair divisions. Annual sales $3 million; employs 250. L. H. J. de Bruyn, Gen. Mgr., Enkes N.V., 60 Westvlietweg, Voorburg. WTD. P-72223

NETHERLANDS—3553 — Manufacturing and distribution rights for **woodworking machinery** wanted for EE. Market in the EEC. Located near German border; good road, rail and water connections. Machinefabriek Beuving N.V., Stadskanaal, The Netherlands. WTD. P-72224

NEW ZEALAND—3561 — Pump manufacturer seeks license to expand into production of **pumps for all liquid and gas applications.** Of particular interest are pumps for farm irrigation, swimming pools, sewage handling and rural water supply systems. Market domestically, possibly in Australia. Firm operates well-equipped production facilities. Neville Dodd, Brown Brothers Engineers Ltd., P.O. Box 548, Christchurch. WTD. P-72200

PAPUA AND NEW GUINEA—3500—The Papua and New Guinea Development Bank has completed a list of products which are not currently manufactured in the Australian-administered Territory. These include **pumps, hand tools, agricultural implements, bolts and nuts, soap, cement and other items.** Investors could apply for pioneer industry benefits. Write: Manager, Projects Dept. of the Papua and New Guinea Development Bank, Territory of Papua, New Guinea. A list of the industries and further information about investment in the Territory is available from Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. P-72205

SUDAN—2621—Joint venture to establish **paper mill to produce newsprint, carboard packing material, writing and wrapping paper.** Would utilize papyrus as raw material. Anticipated annual production of over 20,000 tons of bleached and unbleached paper. Estimated cost of project between $12-$15 million. Opportunity to sell production machinery, other equipment. F. Bashir, Sharaf Trading Agencies, P.O. Box 1701, Khartoum. WTD. P-72210

SURINAM—5311 — Medium-sized company seeks joint venture with a well-known **chain retailer of general merchandise.** Firm has been in business for 25 years as an importer, distributor and retailer of dry goods, electrical fixtures, housewares, furniture and home appliances. Has purchasing branch in the Netherlands. Additional information available from Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230, or direct from J. H. del Castilho N. V., Klipstenenstraat 13, P.O. Box 465, Paramaribo. WTD. P-72187

SWITZERLAND—2840, 2647—Licenses to produce **medical preparations obtainable without prescription and household cleaning, polishing and detergent products in sprays and aerosols.** Of particular interest are disinfectants, preparations for the treatment of skin rashes and protective agents for upholstery, carpets and furniture. Firm also interested in manufacture of **specialty paper and paper articles for hygenic and general medical applications.** Also semi-finished paper products which could be finished in its Bern plant. President of concern prepared to visit U.S. to meet potential licensors. Peter L. Basci, President, IBA AG, Schlaeflistrasse 17, 3000 Bern 25. WTD. P-72041

SWITZERLAND — 2844 — Licenses to manufacture **toiletries and beauty care specialties in the form of creams, milks, lotions or powder.** Interested in toiletries made of natural extracts with a minimum content of synthetic materials and chemicals. Of special interest are **bath additives, skin and body care products, day and night creams.** Firm represents major foreign cosmetic companies. Has about 100 salesmen covering Europe and maintains plants in West Germany, France and Italy. R. A. Schoch, Herba Holding AG, P.O. Box, 4600 Olten. WTD. P-72220

TRINIDAD & TOBAGO—1311—Firms wishing to bid on one or more of seven blocks of **unleased marine acreage** off east coast of Trinidad are required to purchase results of seismic survey available by May 31. Single purchaser price of a survey is $50,000, with a 10% discount for purchases prior to May 31. Group purchasers pay $80,000 for two members plus $20,000 each additional member. Interpretation available by middle of June at price of $5,500. Survey will be compressed air-gun, plus gravity and magnetic, shooting approximately 1,500 miles using a 9,000 foot cable. For details, including a map of seismic program, write: Elwin Peacock, Vice President, Delta Exploration Co. Inc., P.O. Box 36789, Houston, Tex. 77036. Send copy of inquiry to Permanent Secretary, Ministry of Petroleum and Mines, P.O. Box 96, Port of Spain, Trinidad, W.I. P-72191

UNITED KINGDOM—3559—Manufacturing rights for **pollution control and waste disposal equipment.** Interests include incinerators, garbage handling equipment, crushers and other disposal apparatus for both the industrial and consumer markets. Presently makes sheet metal and glass fiber reinforced plastic components and welded fabrications. Harry Knight, Project & Development Mgr., E.R.F. Engineering Ltd., Leek New Rd., Baddeley Green, Stoke-on-Trent, Staffordshire, England. WTD. P-72157

UNITED KINGDOM—3561—Manufacturing rights for **oil pumps for petroleum exploration.** Firm presently produces winding engines, air compressors and hydraulic pumps. Established 1838, employs 160. J. T. Hodgart, Director, Fullerton, Hodgart & Barclay Ltd., Vulcan Works, Renfrew Rd., Paisley, Scotland. WTD. P-72161

UNITED KINGDOM—3566—Licenses to manufacture **power transmission equipment such as couplings, clutches, brakes and special types of gears and gearboxes.** Currently company produces precision gears, powergrip belt drives. J. K. Johnston, Transmission Products Manager, The Davall Gear Co. Ltd., High St., Potters Bar, Hertfordshire, England. WTD. P-72160

UNITED KINGDOM—3569—Manufacturing rights for **pipeline filters, separators and related equipment.** Firm produces cast grey and ductile iron flanged fittings and forged flanges of carbon, alloy and stainless steel. Wm. McCulloch, Man. Dir., Wilson Pipe Fittings Ltd., 12 Heatherhouse Rd., Irvine, Ayrshire, Scotland. WTD. P-72158

UNITED KINGDOM—3569—Manufacturing rights for **equipment for the filtration of liquids and gases.** Company produces heat transfer equipment, tube plates. Is affiliate of a group with wide interests in water treatment industry. R. Cleeton, Director, Manchester Div., Vacuumatic Ltd., Ashton Rd., Denton, Manchester M34 3 LS, England. WTD. P-72171

YUGOSLAVIA — 2033 — U.S. participation sought for a **$6.6 million food processing plant** scheduled to go into operation in 1973. Plant will be operated by "Konservaexports," an experienced food canning organization, and will process 25,000 m.t. of canned fruits, vegetables and juices annually. Export to the U.S. desired. Dragan Gradiski, Director, Foreign Exchange Dept., Commercial-

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTD indicates that a World Trade Directory Report containing financial and background information on the foreign firm is available for $2 from the Department of Commerce, BIC-976, Washington, D.C. 20230, or from any Commerce Field Office.

Investment Bank (KOMERCIALNO-INVESTICIONA BANKA), P. O. Box 563, Skopje. P-72189

YUGOSLAVIA—3312—Large steel company seeks engineering know-how for increasing production of **steel plate.** Company wants to become largest source of structural steel in Yugoslavia. Trajan Ivanovski, Stopanska Banka, Skopje. P-72193

YUGOSLAVIA—3333—U.S. collaborator desired for the establishment of a new **zinc smelting plant** at Tito Veles. Zinc from Zletovo, Sasa and Probistip mines would be utilized in developing the finished product for export. Nikofor Nikoforovski, Gen. Mgr., Technometal-Makedonia Export-Import, 58 Marsala Tita St., Skopje. P-72195

YUGOSLAVIA—3541, 3321, 3561, 3423, 3391, 3714—Amalgamation of eight factories producing metal products **(lathes and milling machines, railroad car brakes, hydraulic pumps, automobile jacks, industrial tools and precision gears for automotive transmissions and industrial applications)** is seeking American partners for the expansion of its activities. Especially interested in collaborators for its precision gear operation which has a new facility designed to meet the most exacting international specifications. Angel Petkovski, Comm. Dir., Metal Corp. "TITO" (Metalski Zavod "TITO"), Skopje. P-72194

Licensing In U.S.

For additional information on opportunities to manufacture foreign firms products in the U.S., write Commerce's Office of International Investment, BIC-874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, telephone Area Code 202-967-2248, referring to the appropriate FILE number assigned each opportunity listed below.

GERMANY—Firm wishes to license an American manufacturer to make illuminated mirrored cabinets suitable for bathrooms, bedrooms, ladies rooms, entrance halls and other areas of private homes or public buildings. Their offer involves initially shipping component parts of the cabinet, which are expensive to tool up for, until high quantity serial production is reached. **File 2172**

SWITZERLAND—A new **pollution free plastic foil** for use in the packaging industry is offered for U.S. manufacturing under license by an established Swiss firm. The special feature is that upon burning the special plastic, which is not coated by PVDC, only water and carbon dioxide is produced, which do not adversely affect the environment. The amount of choloric gas produced by a PVC sheet in combustion is estimated at about 30-40 times higher than in their product. **File 2173**

SWITZERLAND—Manufacturer specializing in the production of electronically controlled high precision riveting machinery offers a manufacturing license for its **fastening machinery** line. The machinery is presently being used in the European watch, electronics, precision machines and instrumentation industries. A new automatic model is equipped with two interchangeable, pneumatically controlled feeding units. **File 2098-R**

UNITED KINGDOM—A British plastics manufacturer offers for license a new **translucent high density polyethyline film,** said to be grease proof, water proof and air proof. It is currently used in Europe, Australia and South Africa as a packaging material and for household purposes. A company representative is currently in the U.S. **File 2175**

UNITED KINGDOM—Licenses for the American production of a new system of **materials handling equipment** are offered by a British manufacturer. This new system is based on a separate chassis that lifts, empties and deposits a wide range of containers adaptable to various types of materials or loads. Power is furnished by an ordinary tractor with all control from the drivers seat. A color sound film is available to seriously interested companies. **File 2176**

UNITED KINGDOM—Low level **analogue scanning units with novel electromechanical stepping principle.** Use of gold/gold alloy contact configuration gives high accuracy switching action with thermal e.m.f.'s of + — 1 microvolt. Unusually long life and dependability is claimed. Applications: pressure temperature and strain measurements; low voltage scanning; alarm systems, and other uses. License is offered by British manufacturer with representative in U.S. **File 2177**

UNITED KINGDOM—A subsidiary of a large English firm offers patent rights to a **light hydro-foil sports boat.** Reinforced glass fiber hull, powered by 15-25 hp. outboard engine. Speed up to 35 m.p.h., length 8′ 9″, beam 3′ 6″, draft 9″ with retracted foils. Representative of firm available for discussion in U.S. **File 2167**

Visiting Buyers And Officials

AUSTRALIA — John N. Stannard, E. M. I. (Australia) Ltd., 109 Burwood Rd., Hawthorn, Victoria, interested in importing U.S. **broadcasting equipment** and requesting technical information. Mid-May via New York or San Francisco for one week. c/o Australian Consulates General in each city visited. Itinerary: New York, Los Angeles, San Francisco. WTD 11/71.

CAMEROON—The Hon. Leonard Claude Mpouma, Minister of Industrial and Commercial Development, interested in meeting representatives of U.S. firms to increase trade with and investment in Cameroon. Apr. 30 via Miami until May 11. c/o Embassy of Cameroon, 2349 Massachusetts Ave., NW., Washington, D.C. 20008, (202-483-6820), Attn: Michel Koss Epangue, Counselor; and U.S. State Dept., Room 4327, 2201 C St., NW., Washington, D.C. 20520, (202-632-8064), Attn: Miss Helen Davis. Itinerary: 5/1, 2 Washington, D.C.; 5/3-6 San Francisco; 5/7-9 Boston; 5/10-11 New York.

FRANCE—Jean Billardello, Ests. Jean Billardello, 84 La Grangette, interested in importing 200-ton-per-day **sorting, grading and packaging machine for apples, pears, peaches, apricots and tomatoes.** Apr. 24 via New York for one month. c/o French Consulate General, 934 Fifth Ave., New York, N.Y. 10021. Itinerary: New York, other cities as required. WTD in preparation.

INDIA—Five-member delegation from Gen Jewelry Export Promotion Council, Bombay, interested in **developing trade, exploring new sources of raw materials** and studying latest U.S. designs. Apr. 26 via New York until May 6. c/o R. Axel Khan Dy, Indian Consulate General, New York, and R. C. Joshi, Indian Consul, San Francisco. Itinerary: New York, Chicago, 5/1 San Francisco, 5/4 Los Angeles.

NEW ZEALAND—A. F. Barr-Brown, Managing Director, Barr-Browns Ltd., Gracefield Road, Lower Hutt, interested in **materials handling equipment.** Apr. 10 via Chicago for indefinite period. c/o New Zealand Consulate General, 630 Fifth Ave., New York, N.Y. 10021. Itinerary: Chicago, New York. WTD in preparation.

NEW ZEALAND—Jan Willem Vink, Pablo Industries Ltd., P.O. Box 14150, Wellington, interested in importing **candlewick and perfume for candles.** May 10 via Los Angeles for five days. c/o New Zealand Consulate General, Suite 1230, 510 West Sixth St., Los Angeles, Calif. 90014. Itinerary: Los Angeles 5/10-15. WTD in preparation.

NEW ZEALAND—Mark J. Kirby, Director, Brittain Wynyard & Co. Ltd., P.O. Box 2096, Auckland 1, interested in importing **sports goods and sole agencies for household hardware and hand-tools.** May 4 via Chicago for nine days. c/o Peter Hughes, ERCO Housewares, Inc., 9234 West Belmont Ave., Franklin Park, Ill. 60131. Itinerary: 5/4-6 Chicago, 5/10-12 Los Angeles. WTD in preparation.

SWITZERLAND—Alexandre P. Schmid, Manager, Contelec SA, Portstrasse 38, 2500 Biel, interested in representing or manufacturing under license in Switzerland and Europe U.S. **conductive plastic and thin film potentiometers, electronic miniature components and instrumentation** and requesting technical information. May 14 via Chicago for 2-3 weeks. c/o C. C. Dillon, P.O. Box 1135, Hesperia, Calif. 92345. Itinerary: 5/14 Chicago, 5/17 San Francisco, 5/18 Los Angeles, 5/29-31 New York City. WTD 8/71.

TAIWAN—Chin-Shin Lin, Plant Manager, Taiwan Wire Rope Industrial Corp., 301-1 Minsheng Rd., Taipei, interested in suppliers of **steel wire for making wire rope** importers of wire rope, and in visiting wire rope factories. April 15 via New York for 20 days. c/o Department of Commerce Field Offices on itinerary. Itinerary: New York, Philadelphia, Chicago, San Francisco, Seattle. WTD in preparation.

India Invites Tenders On A UHF Link System

The Managing Director, Indian Oil Corp. has issued tender No. DPD/HBK/541 for the design, supply and installation of a 24 channel UHF telecommunication link system. Bid deadline is 3 pm June 30. Copies of tender announcement and specifications are available only from the India Supply Mission, 2536 Massachusetts Ave., NW. Washington, D.C., 20008.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Business Opportunities Staff and other units of the Bureau of Domestic Commerce (BDC), U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U.S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

The mark (●) indicates that this trade opportunity is a request for bids by a foreign government agency. A (★) at the end means that additional information may be borrowed by U.S. firms from the individual division of BDC. To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the U.S. Department of Commerce, BIC-976, Washington, D.C. 20230.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

Miscellaneous agriculture

01920 — NETHERLANDS — Vegetable, flower seeds. Direct purchase and/or agency for Europe. W. B. de Zeeuw N.V. (importer, grower/exporter), P.O. Box 5037, Rotterdam. WTD 2/72.

Fisheries

09120 — NETHERLANDS — Live eels. Kok-Spaarndam N.V., Attn.: J. Amelink (importer, dist./exporter, preserving, freezing/smoking of various fish, incl. eels), 29 Vijfeikenweg, Oosterhout (N.B.). WTD 2/72.

Meat products

20111—JAMAICA—Beef: cheek meat, lip on and lip off, as well as other low quality 90% lean meat in bulk for human consumption. Quotations c.i.f. Kingston. Max Food Co. Ltd., Attn: Dr. Noel Lyons (dist., mfr.), 8 Osbourne Rd., Kingston 10. WTD in prep.

Canning, preserving foods

20361 — NETHERLANDS — Frozen eels, salmon, crabmeat. Kok-Spaarndam N.V., Attn: J. Amelink (importer, dist./exporter, fish preserver), 29 Vijfeikenweg, Oosterhout (N.B.). WTD 2/72.

Grain mill products

20424—ITALY—Prepared additives for feeding to beef cattle, horses. Societa' Italiana Chimici (importer, dist., agent), Via Luigi Pulci 27, 00162 Rome. WTD 3/72.

Broad woven fabric mills, cotton

22111 — GERMANY — Cotton fabrics, gray goods, unbleached, between 135-150 cms wide, (not over 150 cms) approximately 20-40 metrictons ea.: 24/24 threads per cm^2, 34/34 Nm (numeric) 160 g/m^2; 26/26 threads per cm^2, 24/24 Nm 235 g/m^2; 44/21 threads per cm^2, 34/34 Nm 240 g/m^2; 24/22 threads per cm^2, 28/24 Nm 195 g/m^2; 34/27 threads per cm^2, 24/28 Nm 290 g/m^2; 86/93 threads per sq. in. 34/37 Ne 190 g/m^2. Correspondence requested in German. C. Hilzinger-Thum (exporter), D–7200 Tuttlingen, Sienensstrasse 2. WTD 1/71.

22112 — MALAYSIA — Uni-sex fancy jeans. Love Boutique (retailer), Weld Arcade, 76 Jalan Weld, Kuala Lumpur. WTD in prep.

22118—JAPAN — High quality cotton products such as bedspreads, bedsheets, pillowcases, towels, bath mats. Settlement by l/c with usance. Prompt shipment. Fujiyama Trading Co., Ltd. (importer, dist.), 18-5, 1-chome, Higashi-Ueno, Taito-ku, Tokyo. WTD in prep.

Men's, Boys' Furnishings

23212—MALAYSIA—Cotton-knit shirts for men (sportswear). Love Boutique (retailer), Weld Arcade, 76 Jalan Weld, Kuala Lumpur. WTD in prep.

Women's, misses', juniors' clothes

23312—MALAYSIA—Cotton-knit shirts for women (sportswear). Love Boutique (retailer), Weld Arcade, 76 Jalan Weld, Kuala Lumpur. WTD in prep.

23351—MALAYSIA — Ladies summer and evening wear, young, fashionable styling, under $50. Love Boutique (retailer), Weld Arcade, 76 Jalan Weld, Kuala Lumpur. WTD in prep.

Apparel, accessories

23812 — NETHERLANDS — Gloves for gardening. Direct purchase or agency for Europe. W. B. de Zeeuw N.V. (importer, dist. exporter), P.O. Box 5037, Rotterdam. WTD 2/72.

Logging camps, logging contractors

24110 — NETHERLANDS — Round logs, especially walnut, white oak, ash, for veneer purposes. F.o.b. prices demanded. Direct purchase or agency. Houtbedrijf van Hout N.V., Attn: A. A. Hendrikse (importer, dist./exporter, mfr. of veneer), P.O. Box 5, Mill (N.B.). WTD 1/72.

Household furniture

25110—LIBERIA — Canvas camp beds. C.i.f. prices, terms, catalogs requested. Ayoub Bros. (importer, dist., retailer), Water St., P.O. Box 265, Monrovia. WTD in prep.

25144 — JAMAICA — Metal medicine cabinets; inexpensive, medium priced. Brochures, price list requested. Facey Commodity Co. Ltd. (importer, dist., agent), P.O. Box 103, Kingston. WTD 3/72.

Paper mills

● **26200—IRAN**—The Iranian Tobacco Co. requires quantities of Kraft paper in rolls: 86 tons with basis weight of 200 grams per sq. meter and 39 tons with basis weight of 127 grams per sq. meter, to be in bobbins 815 mm. width, corediameters 8-9 cms, and outside diameters 100-110 cms. Copies of tender containing specifications, conditions, and sample of desired paper are available from Forest Products Program, BDC, Room 2112, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3534). Bid deadline is June 8.

26211—ZAMBIA—Newsprint. Commercial Press Ltd., Attn: Pravin P. Mehta, Co. Secretary (printer), P.O. Box 1, Lusaka. WTD in prep.

26213—ZAMBIA—Paper machine coated paper. Commercial Press Ltd., Attn: Pravin P. Mehta, Co. Secretary (printer), P.O. Box 1, Lusaka. WTD in prep.

26214—ZAMBIA—Book paper, publication and printing. Commercial Press Ltd., Attn: Pravin P. Mehta, Co. Secretary (printer), P.O. Box 1, Lusaka. WTD in prep.

Paperboard mills, products

26314—ZAMBIA — Special paperboard for binding. Commercial Press Ltd., Attn: Pravin P. Mehta, Co. Secretary (printer), P.O. Box 1, Lusaka. WTD in prep.

Converted paper, paperboard items

26411—ZAMBIA—Off machine coated paper. Commercial Press Ltd., Attn: Pravin P. Mehta, Co. Secretary (printer), P.O. Box 1, Lusaka. WTD in prep.

26414—FRANCE—Glues, adhesives for

shoemaking industries: adhesive tape, cement bond polyamides, polyester cement. Descriptive literature, price lists requested. Compagnie Moderne de Construction Mecanique (dist., mfr., agent), 68 Ave. de Magondy, 33 Pessac/Alouette. WTD 4/72.

26420—ZAMBIA—Envelopes. Commercial Press Ltd., Attn: Pravin P. Mehta, Co. Secretary (printer), P.O. Box 1, Lusaka. WTD in prep.

26431—JAPAN—Paper carrying bags with exterior markings of famous U.S. department stores. Fujiyama Trading Co., Ltd. (importer, dist.), 18-5, 1-chome, Higashi-Ueno, Taito-ku, Tokyo. WTD in prep.

26451—ZAMBIA—Paper, office supplies. Commercial Press Ltd., Attn: Pravin P. Mehta, Co. Secretary (printer), P.O. Box 1, Lusaka. WTD in prep.

26491 — JAMAICA — Office stationery, tablets, related products. Brochures or samples, price list requested. T. Geddes Grant (Dist.) Ltd., Attn: J. P. de St. Christo (importer, dist., agent), 109 Marcus Garvey Dr., P.O. Box 417, Kingston. WTD in prep.

General commercial printing

27525—LIBYA — Advertising materials for buses. El Gaid Advertising (publishing, advertising), P.O. Box 235, Tripoli. WTD in prep.

Industrial chemicals

28124—TAIWAN—Potassium carbonate. Picvue Electronics, Ltd. (mfr.), 130-2 Nanking East Rd., Sec. 1, Taipei 104. WTD in prep.

28162—TAIWAN — Antimony trioxide. Picvue Electronics, Ltd. (mfr.), 130-2 Nanking East Rd., Sec. 1, Taipei 104. WTD in prep.

28163—PHILIPPINES—Color pigments. Calco Industrial Corp. (importer, dist.), c/o F. C. Lombos, P.O. Box 343, Greenhills Post Office, San Juan, Rizal. WTD in prep.

28163—TAIWAN—Red lead. Picvue Electronics, Ltd. (mfr.), 130-2 Nanking East Rd., Sec. 1, Taipei 104. WTD in prep.

28181—PHILIPPINES—Tanning chemicals. Calco Industrial Corp. (importer, dist.), c/o F. C. Lombos, P.O. Box 343, Greenhills Post Office, San Juan, Rizal. WTD in prep.

28180 — PHILIPPINES — Citric acid: anhydrous; hydrous. Hi-Q Commercial, Inc., Attn: Johnny Chua, Asst. Mgr. (importer, dist., retailer), P.O. Box 3631, Manila. WTD in prep.

28183 — PHILIPPINES — Plasticizers, stabilizers for plastics. Calco Industrial Corp. (importer, dist.), c/o F. C. Lombos, P.O. Box 343, Greenhills Post Office, San Juan, Rizal. WTD in prep.

28190 — PHILIPPINES — Industrial inorganic chemicals such as sodium sulfite, bauxite, alumina hydrate, bactericides, coagulants of polyacrylamide type, polyphosphates and acid inhibitors. Chemical Corp. of Philippines, Attn: Vicente Clemente, Pres. (importer, dist.), 94 Times St., West Triangle, Quezon City. WTD in prep.

28197 — TAIWAN — Sodium nitrate. Picvue Electronics, Ltd. (mfr.), 130-2 Nanking East Rd., Sec. 1, Taipei 104. WTD in prep.

28199—PORTUGAL—Industrial chemicals, including dyestuffs, pigment, for use in aluminum coloring. Direct purchase & agency. E. Brunner & Ca. Lda. (importer, dist., agent), 13-2° Rua de Aviz, Oporto. WTD 2/72.

28199—TAIWAN — Barium carbonate, nickel oxide, cobalt oxide, chromium trioxide. Picvue Electronics, Ltd. (mfr.), 130-2 Nanking East Rd., Sec. 1, Taipei 104. WTD in prep.

Synthetic materials

28214—PHILIPPINES—Alkyd, polyester resins. Calco Industrial Corp. (importer, dist.), c/o F. C. Lombos, P.O. Box 343, Greenhills Post Office, San Juan, Rizal. WTD in prep.

Drugs

28331—ITALY—Medicinal chemicals for veterinary use or for beef and horse feed supplements. Societa' Italiana Chimici (importer, dist., agent), Via Luigi Pulci 27, 00162 Rome. WTD 3/72.

28332—ITALY—Vitamins, other drugs for beef and horse feed supplements. Societa' Italiana Chimici (importer, dist., agent), Via Luigi Pulci 27, 00162 Rome. WTD 3/72.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28430—PHILIPPINES — Surface active agents. Chemical Corp. of Philippines, Attn: Vicente Clemente, Pres. (importer, dist.), 94 Times St., West Triangle, Quezon City. WTD in prep.

Paints, varnishes, lacquers, enamels

28518—JAMAICA—Putty compounds for automobile body repairs. Brochures, quotations c.i.f. Kingston. Carby's Hardware Ltd. (importer, dist., retailer), 55 Slipe Rd., Kingston 5. WTD 8/71.

Chemical products

28990—SWITZERLAND—Chemical HD additives for manufacture of engine, hydraulic oils. Direct purchase & agency. Panolin AG, Attn: B. Laemmle, Pres. (dist., mfr.), Hompellstrasse 25, 9009 St. Gallen. WTD 2/72.

Petroleum refining

29110—SWITZERLAND — Mineral oils with special properties for engines, gears, hydraulic applications. Panolin AG, Attn: B. Laemmle, Pres. (dist., mfr.), Hompellstrasse 25, 9009 St. Gallen. WTD 2/72.

Plastic products

30798—JAPAN — Plastic carrying bags with exterior markings of famous U.S. department stores. Fujiyama Trading Co., Ltd. (importer, dist.), 18-5, 1-chome, Higashi-Ueno, Taito-ku, Tokyo. WTD in prep.

Structural clay products

32530—AUSTRALIA — Four or five-ton shipment of ceramic tiles, tiles 6" by 6"; floor tiles (glazed, unglazed, or semi-glazed) 12" by 12". Whimpex Australia Ltd. (importer, agent), P.O. Box 152, Hamilton, Queensland 4006. WTD in prep.

Abrasive, asbestos, nonmetallic mineral products

32927—GERMANY—Fire-retardant materials for construction purposes. Direct purchase & agency. Correspondence requested in German. Herbert Walter-Warmluft - Klimatechnik - Brandschutz (importer, dist., mfr.), 18 Boveristrasse, D-6802 Ladenburg a.N., Baden-Wuerttemberg. WTD 4/72.

32950—TAIWAN — Lepidolite. Picvue Electronics, Ltd. (mfr.), 130-2 Nanking East Rd., Sec. 1, Taipei 104. WTD in prep.

Steel mill products

● **33100—INDIA**—3,000 m.t. of hot rolled mild steel coils. Tender No. P/202/49/279/7.2.72/PL invited by Directorate General, Supplies and Disposals, Jeevantara Building, Parliament Street, New Delhi, India. Bid deadline 10 a.m. (IST), May 23. Copy of tender is available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008 for $2.70.

●**33120—BRAZIL**—55,920 m.t. rails and rail accessories. Tender No. CP 01/72 Brazilian Federal Railway System. Bid deadline June 5. Copies of tender document available from Commerce-786, Bureau of Domestic U.S. Dept. of Commerce, Washington, D.C., 20230, ★(202-967-5050).

Rolling, drawing, extruding of nonferrous metals

● **33500—INDIA** — Supply of 400 km. length A.C.S.R. conductor, 325 square mm. Tender No. IDA/PSEB/11. Bid deadline July 17. Contact Chief Engineer (Construction) Design Directorate, Punjab State Electricity Board, The Mall, Patiala, India.

33512 — JAMAICA — Copper tubing: specifications: 50 ft. coils in 1/4", 5/16", 3/8" and 1/2" diameters. Quotations c.i.f. Kingston. Carby's Hardware Ltd. (importer, dist., retailer), 55 Slipe Rd., Kingston 5. WTD 8/71.

33512—JAMAICA—Copper pipes, tubes. Price list requested. Direct purchase & agency. Facey Commodity Co. Ltd. (importer, dist., agent), P.O. Box 103, Kingston. WTD 3/72.

33560—INDIA—Bismuth metal, quantity required—200 kg., impurities should not exceed 0.01%. Seshasayee Industries Ltd. (mfr.), Vadalur, South Arcot Dist., Tamil Nadu. WTD in prep.

33572—INDIA—Phosphor bronze strips, coil form, for making disc type insulators. Quantity required—two to three tons. Specifications: length 192 ± 0.5 mm; width 8.1 ± 0.1 mm; thickness 1.63 mm or 16 SWG; edge of strips should be rounded off; supply may be in coil form. Seshasayee Industries Ltd. (mfr.), Vadalur, South Arcot District, Tamil Nadu. WTD in prep.

33574—NIGERIA—Communication wire and cable, 0.51 mm. diameter copper conductor pvc. sheathed; pvc. insulated. Sizes 2 and 3 wire, ea. 20,000 meters per annum; 2 pair, 20,000 meters per annum; 3 pair, 20,000 meters per annum; 6 pair, 10,000 meters per annum; 10 pair, 10,000 meters per annum. G.E.C. (Telecommunications) Nigeria Ltd. (dist., mfr., agent), 26 Creek Rd., Apapa, P.O. Box 2213, Lagos. WTD in prep.

33578—AUSTRALIA — Precious metal (e.g. platinum-rhodium) thermocouples for higher temperatures. Pyrotenax Australia Pty. Ltd., Attn: N. S. Candy, Gen. Mgr. (dist., mfr.), P. O. Box 171, Clayton, Victoria 3168. WTD in prep.

Fabricated structural metal products

● **34400—LIBYA** — Supply, installation and delivery of steam turbine power station, Benghazi. The project consists of three 40-megawatt units, desalination plant with capacity of 22,500 cubic meters a day, and port facilities for discharging fuel and storage tanks. Tender No. 16/71/72, bid deadline July 22. Tenderers must be registered in the Contractors Register or be represented by a registered firm. Documents available from the Electricity Corp., Bir Blal, P.O. Box 3047, Benghazi.

Farm machinery

35222—SPAIN—Garden tractors, motor tillers, parts, attachments. Casa de las Semillas "Varela" (importer, dist.), Buenos Aires, 12, Las Palmas de Gran Canaria. WTD 3/72.

35227 — SPAIN — Lawnmowers; hand, power. Casa de las Semillas "Varela" (importer, dist.), Buenos Aires, 12, Las Palmas de Gran Canaria. WTD 3/72.

Construction, mining, materials handling machinery, equipment

● **35300—GREECE** — Autocranes—Tender No. 165/72, bid deadline May 31. Supply of 8 special autocranes for the installation of pump units in boreholes. Lifting capacity 8 tons with diesel power. Specs available on a short-term loan basis to firms domiciled in the U.S. from General Industries Division, BDC-772, U.S. Department of Commerce, Washington, D.C. 20230. (202-967-4317).

● **35300—GREECE**—Ten rotary, truck-mounted drilling rigs of the all-hydraulic type. Tender No. 4/17/72; bid deadline has been extended to May 30. Contact Ministry of National Economy, Commerce Dept., 4th Directorate of State Purchases, 75 Solonos St., Athens. Specifications available on a short-term loan basis to firms domiciled in the U.S. from the General Industries Division, BDC-772, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-5593).

● **35300—LIBYA**—Ten drilling rigs capable of drilling to 3500 ft. and 2500 ft., including accessories. Interested firms should contact Mr. Skangi, Dir., Water Well Drilling Corp., c/o Ministry of Agriculture & Agrarian Reform, Tripoli.

35319—LIBYA — Parsons (Koehring) trencher Model 155—L, or equal. G. Lawrence (importer), P.O. Box 3538, Tripoli. WTD in prep.

Metalworking machinery

35482—GERMANY—Power driven hand tools, saws. Direct purchase & agency. Lux, Emil (importer, agent, exporter), 10 Industriestrasse, 5678 Wermelskirchen. WTD in prep.

Special industry machinery

● **35500—ALGERIA**—Poultry meat production centers. Bid deadline June 5. Tender No. AOCC 17/72. National Board of Livestock Feed (ONAB) has issued an international tender calling for establishment of two intensive poultry meat production centers starting with day-old chicks: one in the Algiers area with an annual capacity of two million and one in the Annaba area with an annual capacity of one million. The tender requests the supply of equipment (c.i.f.) to Algiers and Annaba, set-up, start, testing, and operation/supervision for two months after turnover. Ministere de l'Agriculture et de la Reforme Agraire Direction de la Tutelles et de la Commercialisation, Bureau des Marches, 12, Bd. Colonel Amirouche, Alger. Marked: Appel d'offres international. Construction de deux (2) centres de production de poulets de chair. A ne pas ouvrir.

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U. S. Commercial Officers overseas.

28190—ITALY—Chemical compounds tagged (activated) with stable isotopes or radioactive substances. Societa' Italiana Chimici (importer, dist., agent), Via L. Pulci 27, 00162 Rome. WTD 3/72.

34300—NETHERLANDS — 2,000 flat panel type radiators used in home and office heating (c.i.f. by container). Each should have approx. 42 sq. ft. of heating surface. Haring N. V., Mr. A. Eggink, Abtswoudseweg 18, Delft (importer of central heating radiators). Wishes to place orders immediately; Also possibly interested in representing U.S. manufacturer of central heating radiators.

35591 — NETHERLANDS—Packaged plants and all kinds of processes used in chemical industry, for example for refineries, air liquefaction, gas treatment, reforming, heating, control of air pollution by waste gases, etc. Agencies for western Europe; also interested in licensing arrangements. N. V. Petrogas, Attn: B. Th. Payens, Asst. Mgr. (importer, dist./exporter, construction/installation contractor), 34 Rodezand, Rotterdam. WTD 3/72.

35513—ZAMBIA—Oil expressing equipment for use by small peanut (groundnut) producers in rural areas for production of edible oil, 50 to 100 units. Rice husking mills for use by small producers in rural areas, 25 to 50 units. ZANCOM, Attn: S. Kitching, Mgr. (importer, dist.), P.O. Box 2375, Lusaka. WTD in prep.

35531—AUSTRALIA—Drilling machine suitable for perforating plywood for accoustic applications. Associated Building Panels Proprietary Ltd. (importer, mfr.), P.O. Box 100, Alderley Queensland 4051. WTD in prep.

35551 — JAMAICA — Printing presses: offset and letterpress, larger sizes. Brochures, technical information, quotations c.i.f. Kingston requested. T. Geddes Grant (Dist.) Ltd., Attn: J. P. de St. Christo (importer, dist., agent), 109 Marcus Garvey Dr., P.O. Box 417, Kingston. WTD in prep.

35552—JAMAICA—Printing trades machinery, including parts and attachments, e.g. platemaking equipment, paper cutters, ink rollers, platens. Brochures, price quotations c.i.f. Kingston requested. T. Geddes Grant (Dist.) Ltd., Attn: J. P. de St. Christo (importer, dist., agent), 109 Marcus Garvey Dr., P.O. Box 417, Kingston. WTD in prep.

35593—PHILIPPINES—Plastic injection molding machine; granulator for plastic; hot stamping machine for plastic. IGRI Industrial Sales Corp., Attn: Eli R. Bicaldo (importer, dist., agent), 486 G. Araneta Blvd., Quezon City. WTD in prep.

35593—TAIWAN—Fully automatic plastics-working machinery for making inhaler tubes. Shin Hwa Industrial Co., Ltd. (mfr., exporter), 37 Foo Teh South Rd., Sanchung City, Taipei Hsien 241. WTD in prep.

35595—BOLIVIA—Leather working machinery. Correspondence requested in Spanish. Manufacturas de Cuero Boliviana "MACUBOL" (mfr.), Calle Chacaltaya N° 1010, P.O. Box 2219, La Paz. WTD in prep.

35595—FRANCE — Shoemaking machinery: Stamping paper electronic cutting pad, synthetic linings. Descriptive literature, price list requested. Compagnie Moderne de Construction Mecanique (dist., agent, retailer), 68 Ave. de Magondy, 33 Pessac/Alouette. WTD 4/72.

35595—LIBERIA—Machinery for manufacture of aluminum window frames louvre type, parts. Requests quotations for complete machinery, materials. Ayoub Bros. (importer, mfr., retailer), Water St., P.O. Box 265, Monrovia. WTD 3/72.

35595—LIBYA—Machinery for making 6 and 12-volt automotive batteries with capacity of three million units per yr. and machinery for producing 40 to 100 watt light bulbs. Anwendung Deutscher Verfahrens (D.V.T.), Attn: Mr. Osama Marci, P.O. Box 3181, Tripoli. WTD in prep.

General industrial machinery

● **35600—THAILAND**—Water pumps, two units, 60 cu.m./min. diesel motor driven, with navigation accessories. Tender No. Por Gor. 24/2515; bid deadline May 26. Royal Irrigation Dept., Samsen Rd., Bangkok. Copies of specifications available on a short term loan basis to firms domiciled in the U.S. from General Industries Division, BDC-772, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-5593).

35615—JAMAICA—Industrial spraying equipment: power paint spraying guns, spare parts, air pumps, compressors. Guns: pressure feed bleeder type: 50 lbs. pressure; pumps, compressors: 110 volt, 50 cycle. Carby's Hardware Ltd. (importer, dist., retailer), 55 Slipe Rd., Kingston 5. WTD 8/71.

35690—AUSTRALIA—Quick release box (opening device) used in making six-point sport racing harnesses (aircraft safety harnesses). Mr. J. A. Bou (dist., mfr.), Aeronautique Equipment, P.O. Box 478, Toowoomba, Q. 4350. WTD in prep.

35690—INDIA—Automatic paint filling, closing machine. Ravi Paints & Chemicals Ltd. (mfr.), Post Bag 5050, 85-87 Armenian St., Madras 1. WTD in prep.

35690—ITALY—Marine water desalting solar stills, portable for aircraft pilot survival kits. Societa' Italiana Chimici (importer, dist.), Via Luigi Pulci 27, 00162 Rome, Italy. WTD 3/72.

35690—PHILIPPINES—Grease gun fittings. Eurasian American Commercial, Attn: James Ang An King, Gen. Mgr. (importer, dist., agent), Suite 716, Pacific Bank Bldg., 460 Rosario St., Manila, P.O. Box 1118. WTD in prep.

Office, computing, accounting machines

● **35700—GREECE**—Supply of 10 card punch verifying machines with alphanumerical keyboard. Tender No. 137/72, bid deadline May 23. Ministry of National Economy, Direction General of Procurements, Direction 4th of State Purchases, 20 Canningos St., Athens. Loan copy of the terms and specifications available from the Business, Photographic and Scientific Equipment Division, BDC-708, Room 1128, U.S. Dept. of Commerce, Washington, D.C. 20230. ★(202-967-2939).

35741—ICELAND—Electronic desk calculators, particularly those employing cathode ray tubes or similar electronic system of numerical display. Samband (Federation of Iceland Cooperative Societies) Machinery Dept., Attn: Jon Johannesson (importer, dist., retailer), Armuli 3, Reykjavik. WTD 12/71.

Service industry machines

35892—ITALY — Sewage purification equipment, for city of 1,200,000 inhabitants. Dr. Ing. Camillo Montanaro, Assessore ai Lavori Pubblici Municipio di Torino, Via Milano 1, 10122 Torino.

Electric transmission, distribution equipment

● **36100—INDIA**—Supply of six 220 kv and fifty four 132 kv air blast circuit breakers and four sets of air compressor equipment. Tender No. IDA/UPSEB/5, bid deadline May 24. Superintending Engineer, Electricity Substation Design Circle, U.P. State Electricity Board, 10 B Madan Mohan Malviya Marg, Lucknow, U.P. A copy of specifications is available for review only, not for loan, from the Power and Electrical Equipment Program, Room 2806, U.S. Department of Commerce, Washington, D.C., 20230, ★(202-967-5585).

● **36100—INDIA**—Supply of 220/132 kv., 150 MVA power transformers, Tender No. IDA/WBSEB/1, bid deadline May 26. Transmission line towers, Tender No. IDA/WBSEB/2, bid deadline May 31. Power conductors, Tender No. IDA/WBSEB/3, bid deadline June 6. Current transformers, 220 kv., Tender No. IDA/WBSEB/A/1, bid deadline June 2. Air blast circuit breakers 220kv., Tender No. IDA/WBSEB/A/3, bid deadline May 20. Ground wires and accessories, Tender No. IDA/WBSEB/A/4, bid deadline June 5. Hardware, Tender No. IDA/WBSEB/A/6, bid deadline June 9. Superintending Engineer (Stores & Purchase), West Bengal State Electricity Board, 6 Little Russell St. (5th Floor), Calcutta-16. A copy of each document is available for review only, not for loan, from the Power and Electrical Equipment Program, Room 2806, BDC, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

● **36100—INDIA**—Supply of Two 20 MVA-132/37.5 kv., six 20 MVA-132/11 kv. and two 12.5 MVA-132/11kv. power transformers, Tender No. IDA/UPSEB/2, bid deadline May 17. Four 150 MVA, three 100 MVA, 220/132 kv., 3 phase, and six 33.3 MVA single phase autotransformers, Tender No. IDA/UPSEB/1, bid deadline May 15. Sixty-six 220 kv. and two hundred seventy 132 kv. lightning arresters, Tender No. IDA/UPSEB/9, bid deadline June 2. Superintending Engineer, Electricity Sub-station Design Circle, U.P. State Electricity Board, 10-B Madan Mohan Malviya Marg, Lucknow, U.P. A copy of each tender document is available for review only, not for loan, from the Power and Electrical Equipment Program, R-2806, U.S. Dept. of Commerce, Washington, D.C. 20230, ★(202-967-5585).

● **36100 — INDIA** — Supply of eighty-eight 132 kv. minimum oil circuit breakers. Tender No. IDA/UPSEB/6, bid deadline May 26. Ten 66 kv., fifty 37.5 kv. and two hundred fifty 33 kv. oil circuit breakers, Tender No. IDA/UPSEB/7, bid deadline May 29. Superintending Engineer, Electricity Substation Design Circle, U.P. State Electricity Board, 10-B Madan Mohan Malviya Marg, Lucknow-1, U.P. A copy of each tender document is available for review only, not for loan, from the Power and Electrical Equipment Program, Room 2806, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

● **36100—INDIA**—Supply of two sets of 15 MVAR or one set of 30 MVAR static compensator equipment complete with switchgear, protection device and control panels required for 220 kv grid substation. Tender No. IDA/UPSEB/13, bid deadline June 12. Superintending Engineer, Electricity Sub-station Design Circle, U.P. State Electricity Board, 10-B Madan Mohan Malviya Marg, Lucknow, U.P. A copy of specifications is available for review only, not for loan, from the Power and Electrical Equipment Program, Room 2806, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-5585).

● **36100—INDIA**—Sequential recorders, on-line fault locators and disturbance recorders for 220 kv. grid sub-stations. Tender No. IDA/UPSEB/12, bid deadline June 10. Superintending Engineer, Electricity Sub-station Design Circle, U.P. State Electricity Board, 10-B Madan Mohan Malviya Marg, Luchnow, U.P. Copy of terms and specifications available for review only at the Business, Photographic and Scientific Equipment Division, BDC-708, Room 1128, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939).

● **36100 — IRAN** — Supply of 63 kv switchgear for three switchboards with a total of 69 circuit breakers. Tender No. IB-SG-06.71, bid deadline May 27. Bureau of International Affairs, Tehran Regional Electric Co., Bldg. No. 2 Takhtyqatavoos St., Farah Crossroad, Tehran. Tender documents available from above address upon receipt of $40 per set.

● **36100—NIGERIA**—Supply, delivery to site, erection, test, put into operation and maintenance of one 30 MVA, 132/33/11kv. and two 30 MVA, 132/33kv. grounding transformers also two 15 MVA, 132/33kv.; two 15 MVA, 132/11kv. and two 15 MVA, 33/11kv. transformers. Tender No. ECN 9/72, bid deadline May 16. Tender documents may be obtained from the Secretary, Corporations Standing Tenders Board, 30 Marina, Private Mail Bag 12055, Lagos on payment of a non-refundable deposit of $304 to the Assistant Accountant, at the same address.

● **36100—TAIWAN**—Supply of one 120 MVA, 3-phase, 161-66 kv transformer; 161 kv line terminal equipment consisting of one oil circuit breaker and two sets of 3-pole disconnecting switches, one set with grounding blades; 29 kv line terminal equipment consisting of five still circuit breakers and fifteen sets of 3-pole disconnecting switches, three sets to have grounding blades. Tender No. and bid deadline not available. Taiwan Power Company, Taipei. Bid documents will be available from Gibbs & Hill, Inc., 393 7th Ave., New York, N.Y. 10001, Attn.: J. D. Scholar around March 31. Financed by IBRD loan.

Electrical industrial apparatus

36210—AUSTRALIA—Submersible bore hole pump motor—240 volt 50-cycle, 2800 r.p.m., suitable for running submersible pumps down bore holes. Sizes required ½-3 hp single and 3 phase. Maximum outside diameter 4½". Quantities required 500 per annum. If full range not available, other sizes may be considered. Onga Pty. Ltd., Attn: Don Davey (importer, dist., retailer), 689 Malvern Rd., Toorak, Victoria 3142. WTD 2/72.

● **36200—MALAYSIA**—Supply, delivery and installation of three- 3 mw (approx.) Diesel generating plant, one in the National Electricity Board's Diesel Power Station at Kuala Trengganu (State of Trenggana) and two at Kota Bhara (State of Kelantan). Tender No. T-17, bid deadline June 12. The Office of the Purchasing & Contracts Officer, National Electricity Board, P.O. Box 1003, Kuala Lumpur, Malaysia.

A brief description of works is available on a short-term loan basis to firms domiciled in the U.S. from the Power & Electrical Equipment Program, BDC-776, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-3526).

Household appliances

36321—GERMANY—Household refrigerators, incl. freezer combination. Spezialhaus Runte, Attn: A. Runte (importer, dist.), 47 Hamm/Westf., Weststr. 44–Postfach 567. WTD 3/72.

36322—GERMANY—Household freezers. Spezialhaus Runte, Attn: A. Runte (importer, dist.), 47 Hamm/Westf., Weststr. 44–Postfach 567. WTD 3/72.

36331—GERMANY—Household washing machines; washer/dryer combination. Spezialhaus Runte, Attn: A. Runte (importer, dist.), 47 Hamm/Westf., Weststr. 44–Postfach 567. WTD 3/72.

36343—SURINAM—300 electrical citrus juice extractors for home use. Approximately 12 vibrating belt type, standing, figure control vibrating devices for home use. Handelmaatscappij I. Fernandes & Son N.V. (importer, agent, retailer), Klipstenenstraat 2-4-6, Paramaribo. WTD 4/71.

36393—GERMANY — Dishwashing machines. Spezialhaus Runte, Attn: A. Runte (importer, dist.), 47 Hamm/Westf., Weststr. 44–Postfach 567. WTD 3/72.

Electrical lighting, wiring equipment

36430—GREECE—Fluorescent starters, switches, other current carrying devices. Requests c.i.f.-Piraeus price quotations. Nikitas C. Deimeis (importer, agent, retailer), 73–A Eolou St., Athens 111. WTD 3/72.

Radio, television receiving sets

36510 — PHILIPPINES — Recording equipment (all types) for recording studio. Lyric Piano Center Co., Inc., Attn: Mr. Celso S. Jose, Office Mgr. (importer, dist., mfr.), 184 Dr. Alejos St., Quezon City. WTD in prep.

36515—ISRAEL—Electronic kits, home-type, for assembly by consumer for radio receivers, tuners, amplifiers, other audio equipment. Shalom Stores Ltd. (importer, dist., department store), Shalom Mayer Tower, 9 Ahad Ha'am St., Tel Aviv. Attn: Raphael Barouch, Gen. Mgr. WTD in prep.

Communication equipment

36623—VENEZUELA — Burglar alarm

apparatus, electric, for use in automotive vehicles. Internacional Comercial Zuliana, S.A. (Incoza) (importer, agent), Calle 97, núm. 6-48, and Apartado 228, Maracaibo, Estado Zulia. WTD 4/72.

Electrical machinery, equipment

● 36900—CEYLON — X-ray equipment for neuro-radiology, including generator, control unit, tables, stands, and film processing equipment. Tender No. 72/24. Bid deadline May 30. Dept. of Health, P.O. Box 584, Colombo. Specifications available from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

36930—SPAIN—X-ray equipment including x-ray tubes, electrotherapeutic apparatus. Picedex, S.A. (importer, dist.), Victor Pradera, 69, Madrid (8). WTD 3/72.

Motor vehicles, equipment

37141—BOLIVIA — Automotive gasoline engines, new, for Jeep Willis. Parts, accessories for passenger cars, trucks, especially Toyota. Casa del Jeep de Juan Orihuela B. (importer, retailer), Calle Federico Zuazo 1889, P.O. Box 541, La Paz. WTD in prep.

37141—LIBYA—Automotive spare parts. Engineering Agencies (importer, dist., retailer), P.O. Box 6647, Tripoli. WTD in prep.

37141—PHILIPPINES — Brass fittings: automotive. Eurasian American Commercial, Attn: James Ang An King, Gen. Mgr. (importer, dist., agent), Suite 716, Pacific Bank Bldg., 460 Rosario St., Manila, P.O. Box 1118. WTD in prep.

Aircraft, parts

● 37200—NEW ZEALAND: Passenger loading bridges to connect with doors of Boeing 747, Douglas DC-10 and Lockheed L-1011 aircraft. Tender No. MTQ 1585, bid deadline June 6. Stores Manager, Ministry of Transport, Private Bay, Wellington. Specifications available on a short term loan basis to firms domiciled in the United States from Transportation Equipment Division/OBRA, Room 1116, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-3791).

Railroad equipment

● 37400 — ARGENTINA — Supply of 1,920 freight cars without bogies. Bid deadline May 17. Financing by IDB loan. Copies of conditions and technical specifications available for 500 Argentine pesos ($51.51 U.S.) from Subsecretaría de Transporte, Ferrocarriles Argentinos, Av. Dr. J.M. Ramos Mejía 1302, Buenos Aires, Argentina by asking for Licitacíon Internacional No. 29.

● 37400—ARGENTINA—Supply of miscellaneous railway track maintenance equipment. Bid deadline May 19. Purchase financed by IDB loan. Copies of conditions and specifications available for 100 Argentine pesos ($9.70) from Ferrocarriles Argentinos, Av. Dr. J. M. Ramos Mejía 1302, Buenos Aires, Argentina, by asking for Licitacíon Internacional No. 34.

● 37400—ARGENTINA—Supply of 14 cross-tie loaders. Bid deadline May 19. Financing by IDB loan. Copies of conditions and specifications available for 50 Argentine pesos ($5.15) from Ferrocarriles Argentinos, Av. Dr. J. M. Ramos Mejía 1302, Buenos Aires, Argentina, by asking for Licitacíon Internacional No. 33.

● 37400—ARGENTINA—Supply of 14 railway track repair machines. Bid deadline May 22. Financing by IDB loan. Copies of conditions and specifications available for 50 Argentine pesos ($5.15) from Ferrocarriles Argentinos, Av. Dr. J. M. Ramos Mejía 1302, Buenos Aires, Argentina, by asking for Licitacíon Internacional No. 35.

● 37400—ARGENTINA—Supply of 10 tie laying machines and 2 compactors/ballast distributing machines. Bid deadline May 24. Financing by IDB loan. Copies of conditions and specifications available for 100 Argentine pesos ($9.70) from Ferrocarriles Argentinos, Av. Dr. J. M. Ramos Mejía 1302, Buenos Aires, Argentina, by asking for Licitacíon Pública No. 36.

● 37400 — ARGENTINA — Supply of 1,219 sets of air brake equipment for railroad cars. Bid deadline May 18. Financing by IDB loan. Copies of conditions and technical specifications available for 200 Argentine pesos ($20.62) from Subsecretaría de Transporte, Ferrocarriles Argentinos, Av. Dr. J. M. Ramos Mejía 1302, Buenos Aires, Argentina, by asking for Licitacíon Internacional No. 32.

Engineering, laboratory, scientific, research instruments

38112—MALAYSIA—Laboratory equipment for veterinary use. Sharikat Retriel (importer, agent, retailer), P.O. Box 612, Kuala Lumpur. WTD 1/71.

Surgical, medical, dental instruments

● 38400—GREECE—Disposable plastic syringes with needles: 8,010,000–2cc; 8,000–5cc; 8,000–10cc; 3,000–20cc. Tender No. 126-72, bid deadline May 23. Ministry of National Economy, Department of Commerce, Direction General of Procurements, Direction 4th of State Purchases, 20 Canningos St., Athens. Specifications available on a short-term loan basis to firms domiciled in the U.S. from the Business, Photographic and Scientific Equipment Division, BDC-708, Room 1128, U.S. Dept. of Commerce, Washington, D.C., 20230, ★202-967-2939.

38410 — GERMANY — Apparatus for measurement of blood flow (electromagnetic or ultrasonic); recorders with wide writing deflection, peak to peak (50-100 mm) and frequency response 0-100 (800) cycles per sec.; respiration pumps for animals; micro-perfusion pumps; for physiologists, pharmacologists who experiment with animals; recorders for electro-myography for neurologists; stimulators for diagnosis or therapy for neurologists. Direct purchase & agency. Hugo Sachs Elektronik KG (importer, mfr., exporter), Am Bahnhof, D-7801 Hugstetten, Baden-Wuerttemberg. WTD 4/71.

38410—ITALY—Surgical and medical instruments, equipment. Comm. Piero Fiore, Presidente dell'Ordine Mauriziano Via Magellano 1, 10129 Torino.

38410 — MALAYSIA — Veterinarians' surgical equipment, apparatus. Sharikat Retriel (importer, agent, retailer), P.O. Box 612, Kuala Lumpur. WTD 1/71.

Pens, pencils, office, artists' items

39510—JAMAICA — Pens, pencils, desk sets. Price list requested. T. Geddes Grant (Dist.) Ltd., Attn: J. P. de St. Christo (importer, dist., agent), 109 Marcus Garvey Dr., P.O. Box 417, Kingston. WTD in prep.

39550 — JAMAICA — Carbon, stencil papers. Price list requested. T. Geddes Grant (Dist.) Ltd., Attn: J. P. de St. Christo (importer, dist., agent), 109 Marcus Garvey Dr., P.O. Box 417, Kingston. WTD in prep.

Manufacturing industries

39931—BOLIVIA—Electric sign presenting news and advertising bulletins by passing messages across marquee-like series of panels studded with light bulbs. Present system approx. 100 ft. by 10 ft. Requests improved models of light panels and control mechanisms. Informativo Luminosa (news, advertising agency), Avenida Camacho 1377, 7mo Piso, P.O. Box 3606, La Paz. WTD 8/71.

Motion picture production, distribution

78130—PHILIPPINES—Motion pictures. La Suerte Film Exchange, Attn: Henry C. Chung, Gen. Mgr. (importer, dist.), 4193 T. Claudio St., Baclaran, Paranaque, Rizal; P.O. Box 4522, Manila. WTD in prep.

Ethiopia Issues Tenders On Open Wire Carrier

The Imperial Board of Telecommunications of Ethiopia has issued tender No. 3/72 for the supply of a high frequency 12-channel open wire carrier system with two repeaters for study purposes. Bid deadline is 6 p.m., May 25.

Copies of tender announcement and specifications are available from the IBTE, P.O. Box 1047, Addis Ababa for $4 per set plus $2.20 airmail postage, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDC-720, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4822).

Greece Wants Satellite Navigational System

Greece's Ministry of National Economy has issued tender No. 105/72 for a navigation system utilizing signals from satellites of the U.S. Navy system NN SS. Bid deadline is May 18.

Copies of tender announcement and specifications are available from the Ministry of National Economy, General Directorate of Procurement, 4th Directorate of State Purchases, Kanningos Square, Athens or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDC-720, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4822).

East African Telephone Unit To Buy Automatic Exchanges

The East African Posts and Telecommunications Corp. has issued tender No. 11/71 for the supply of automatic telephone exchanges. Bid deadline is 1 p.m., June 1.

Copies of tender announcement and specifications are available only from the Crown Agents for Overseas Governments and Administrations, 4, Millbank, London S.W.I. or from the Secretary of the E.A.P. and Tender Board, P.O. Box 7169, Kampala, Uganda for 1,000 shillings.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Small arms

19512 — FRANCE — Pistols, revolvers, rifles, ancient arms. Europroduction (dist., mfr.), 12, Impasse Bonnasse, 13–Marseille. WTD in prep.

Small arms ammunition

19610—FRANCE—Arms racks. Europroduction (dist., mfr.), 12, Impasse Bonnasse, 13–Marseille. WTD in prep.

Broad woven fabric mills, manmade fiber, silk

22217—SURINAM — Silk, polyester, acrylic, other manmade fabrics suitable for women's dresses. (importer, dist., retailer), Zwartenhovenbrugstraat 137, Paramaribo. WTD 3/72.

22218 — NETHERLANDS — Finished manmade fiber and silk broad-woven fabrics. Direct representations requested for Netherlands of weaving mills producing apparel fabrics. J.S. Agenturen (agent), 34 Mensinge, Amsterdam-1011. WTD 7/71.

Narrow fabrics, other smallwares mills

22411—FRANCE—Cartridge belts. Europroduction (dist., mfr.), 12, Impasse Bonnasse, 13–Marseille. WTD in prep.

22414—CANADA—Braided rayon elastic in widths of one-eight to 1¼ in. in white and black, put up in skeins of 3 to 16 ft. Exclusive distributorship for retail trade throughout Canada. Mr. R. N. Ward, Pres., Barr & Mackey Ltd. (importer, dist.), 6426 Notre Dame St. W., Montreal 208, Quebec. WTD in prep.

Knitting mills, products

22513 — NETHERLANDS — Women's, misses' finished hosiery, socks. Exclusive agency. Gebrs. Frank & Co. N.V. (importer, dist.), 32 Kabelweg, Amsterdam. WTD 3/72.

22522 — NETHERLANDS — Men's finished hosiery. Exclusive agency. Gebrs. Frank & Co. N.V. (importer, dist.), 32 Kabelweg, Amsterdam. WTD 3/72.

Dyeing, finishing textiles, except wool fabrics, knit goods

22628 — NETHERLANDS — Apparel fabrics of manmade fiber and silk broad-woven fabrics from finishing plants. J.S. Agenturen (agent), 34 Mensinge, Amsterdam-1011. WTD 7/71.

Fabricated textile products

23940 — NEW ZEALAND — Camp and trail tents. Antarctic Products Co. Ltd. (agent), P.O. Box 223, Nelson. WTD 2/72.

23990—FRANCE—Pennants. A. Nemery & Calmejane, S.A. (importer, dist., mfr.), 4, rue Albert-Thomas, 37–Tours. WTD 3/72.

Household furniture

25141—JAMAICA—Metal household dining and breakfast furniture, ultra-modern, preferably metal and glass, metal and plastic. Brochures, c.i.f. quotations requested. Robinson Marketing Corp. Ltd. (importer, dist., retailer), 10 Trafalgar Rd., Kingston 5. WTD in prep.

Books

27313—INDIA — Commercial, scientific, technical, business publications. Sesu Trading Corp., Attn: Mr. V. Subramaniam (agent), 4 F-2 Court Chambers, 35 New Marine Lines, Bombay 20. WTD 3/72.

Publishing

27411—INDIA—Trade directories, reference publications. Sesu Trading Corp., Attn: Mr. V. Subramaniam (agent), 4 F-2 Court Chambers, 35 New Marine Lines, Bombay 20. WTD 3/72.

Synthetic materials

28213—GERMANY—All kinds of thermoplastic resins. Indroma Chemikalien GmbH. (importer, agent), 6236 Eschborn/Ts., Berliner Str. 31-35, POB 1122. WTD 3/72.

Drugs

28341 — PORTUGAL — Pharmaceutical preparations affecting neoplasms, ludocrine system, metabolic diseases, for human use. Uniao Fabril Farmaceutica, SARL. (importer, retailer, mfr.), Travessa das Pedras Negras 1-5°, Lisbon 2. WTD in prep.

28342 — PORTUGAL — Pharmaceutical preparations acting on central nervous system, sense organs, for human use. Uniao Fabril Farmaceutica, SARL. (importer, retailer, mfr.), Travessa das Pedras Negras 1-5°, Lisbon 2. WTD in prep.

28343 — PORTUGAL — Pharmaceutical preparations acting on cardiovascular system, for human use. Uniao Fabril Farmaceutica, SARL. (importer, retailer, mfr.), Travessa das Pedras Negras 1-5°, Lisbon 2. WTD in prep.

28344 — PORTUGAL — Pharmaceutical preparations acting on respiratory system, for human use. Uniao Fabril Farmaceutica, SARL. (importer, retailer, mfr.), Travessa das Pedras Negras 1-5°, Lisbon 2. WTD in prep.

28345 — PORTUGAL — Pharmaceutical preparations acting on digestive or genito-urinary systems for human use. Uniao Fabril Farmaceutica, SARL. (importer, retailer, mfr.), Travessa das Pedras Negras°, 1-5° Lisbon 2. WTD in prep.

28347—PORTUGAL—Vitamin, nutrient, hematinic preparations for human use. Uniao Fabril Farmaceutica, SARL. (importer, retailer, mfr.), Travessa das Pedras Negras 1-5°, Lisbon 2. WTD in prep.

28349 — PORTUGAL — Pharmaceutical preparations for veterinary use. Uniao Fabril Farmaceutica, SARL. (importer, retailer, mfr.), Travessa das Pedras Negras 1-5°, Lisbon 2. WTD in prep.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28421—PANAMA — Household insecticides, repellents. Prodima, S. A. (agent), Box 9736, Panama 4. WTD 4/72.

28423—PANAMA—Cleaning, sanitation products. Prodima, S.A. (agent), Box 9736, Panama 4. WTD 4/72.

28424—PANAMA — Polishing preparations, related products. Prodima, S.A. (agent), Box 9736, Panama 4. WTD 4/72.

28442 — SWITZERLAND — Quality perfumes, toilet waters. Herba Holding AG, Attn: R. A. Schoch (mfr., agent), P.O. Box 4600, Olten. WTD in prep.

28445—SWITZERLAND — Beauty care preparations such as skin and body milks, lotions, creams, powders; novel lip sticks, similar items. Products should mainly consist of natural extracts, materials; purely synthetic items not of interest. Herba Holding AG, Attn: R. A. Schoch (mfr., agent), P.O. Box 4600, Olten. WTD in prep.

Gum, wood chemicals

28611—PANAMA—Softwood distillation products. Prodima, S.A. (agent), Box 9736, Panama 4. WTD 4/72.

Agricultural chemicals

28790—PANAMA — Agricultural pesticides. Prodima, S.A. (agent), Box 9736, Panama 4. WTD 4/72.

Chemical products

28990—SWITZERLAND—Chemicals for construction industry such as sealing and impregnating compounds, stone cleaners, additives to be mixed with concrete (to facilitate hardening, etc). AGOL Chemie AG, Attn: W. von Siebenthal (importer, dist., mfr.), Freiburgstrasse 618, 3172 Neiderwangen. WTD 7/71.

28993 — SWITZERLAND — Automotive chemicals with combined lubricating, rust removing or anti-corrosive action. AGOL Chemie AG, Attn: W. von Siebenthal (importer, dist., mfr.), Freiburgstrasse 618, 3172 Neiderwangen. WTD 7/71.

Fabricated rubber products

30697—THAILAND — Surgical gloves. Requests c.i.f. Bangkok prices, catalogs. Pakdi Medical Equipment (importer, dist.), 7 Soi Prachoom, Surawongse Rd., Bangkok. WTD in prep.

30698 — VENEZUELA — Baby rubber toys, other related nursey items. Correspondence requested in Spanish. Union Mercantil Continental, Attn: Mr. Luis Ruah (dist., agent), Avda Sur 11 N°152, Edf Uniotal, San Agustin del Norte, Caracas 101. WTD 4/71.

Plastic products

30798 — VENEZUELA — Baby nursery bottles, other related items such as sterilizers, warmers, washers, etc. Correspondence requested in Spanish. Union Mercantil Continental, Attn: Mr. Luis Ruah (dist., agent), Avda Sur 11 N°152, Edf Uniotal, San Agustin del Norte, Caracas 101. WTD 4/71.

Footwear, except rubber

31413 — NETHERLANDS — Youths', boys' shoes. Exclusive agency. Gebrs. Frank & Co. N.V. (importer, dist.), 32 Kabelweg, Amsterdam. WTD 3/72.

31414 — NETHERLANDS — Women's dress, work, play shoes. Exclusive agency. Gebrs. Frank & Co. N.V. (importer, dist.), 32 Kabelweg, Amsterdam. WTD 3/72.

Glass, glassware

32291—NETHERLANDS—Pressed glass products, such as gift articles, kitchen glassware. Exclusive agency for Benelux area. Houdijk-Uppelschoten N.V., Attn: M. Houdijk, Mgr. (importer, dist.), 10-14 Groeneweg, Gouda. WTD 3/72.

Glass products

32316—NETHERLANDS—All kinds of novelty, art, and household glassware. Exclusive agency for Benelux area. Houdijk-Uppelschoten N.V., Attn: M. Houdijk, Mgr. (importer, dist.), 10-14 Groeneweg, Gouda. WTD 3/72.

32316—THAILAND — Various types of glassware for laboratory use. Requests c.i.f. Bangkok prices, catalogs. Pakdi Medical Equipment (importer, dist.), 7 Soi Prachoom, Surawongse Rd., Bangkok. WTD in prep.

Pottery, related products

32610—CANADA—Vitreous china bathroom fixtures, bathtubs, lavatories, water closets, basins. EMCO Supply (dist.), 69 Huxley Rd., Weston 490, Ontario. WTD 4/71.

Abrasive, asbestos, nonmetallic mineral products

32961—THAILAND—Fiberglass insulating materials; acoustical board. Requests c.i.f. Bangkok prices, catalogs. Aik Hong Co., Ltd. (importer, dist., retailer), 672-676 New Rd., Samyek, Bangkok. WTD 3/72.

Nonferrous foundries

33620 — ISRAEL — Brass/bronze/copper and copper base alloy; machinery castings; castings, nonferrous/precision; die castings, nonferrous metal. Exclusive agency. Dov Shomroni Ltd. (importer, wholesale dist., agent), 7 Eilat St., P.O. Box 8570, Tel Aviv-Yafo. WTD 8/71.

Cutlery, hand tools, hardware

34211 — VENEZUELA — Pedicure scissors, Implements, all other related items. Correspondence requested in Spanish. Union Mercantil Continental, Attn: Mr. Luis Ruah (dist., agent), Avda Sur 11 N°152, Edf Uniotal, San Agustin del Norte, Caracas 101. WTD 4/71.

34230—JAMAICA—Garden tools of all types. Brochures, price list requested. Facey Commodity Co. Ltd. (importer, dist., agent), P.O. Box 103, Kingston. WTD 3/72.

34291 — PANAMA — Automotive hardware. Agencias Galia, S.A. (agent), Agencias Galia, S. A., Box 232, David, Chiriqui. WTD 3/72.

34292—PANAMA—Furniture hardware. Agencias Galia, S.A. (agent), Agencias Galia, S. A., Box 232, David, Chiriqui. WTD 3/72.

34294—PANAMA—Builder's hardware. Agencias Galia (agent), Agencias Galia, S. A., Box 232, David, Chiriqui Province. WTD 3/72.

34295—AUSTRALIA—Saddlery and harness hardware, particularly mohair cordage for girths or cinches (for racing purposes. McLeod Simpson Agencies, Attn: Ken Simpson (importer, dist.), 121-125 Honour Ave., Chelmer Queensland 4068. WTD 2/72.

Plumbing fixtures

34310—CANADA—Enameled iron bathroom fixtures, bathtubs, lavatories, water closets, basins. Emco Supply (dist.), 69 Huxley Rd., Weston 490, Ontario. WTD 4/71.

34320 — PANAMA — Plumbing fixtures, fittings. Agencias Galia, S.A. (agent), Agencias Galia, S. A., Box 232, David, Chiriqui Province. WTD 3/72.

Fabricated structural metal items

34432—PANAMA—Steel power boilers, parts, attachments. Prodima, S.A. (agent), Box 9736, Panama 4. WTD 4/72.

Farm machinery

35220—PHILIPPINES — Farm machinery, equipment. IGRI Industrial Sales Corp., Attn: Eli R. Bicaldo, (importer, dist., agent), 486 G. Araneta Blvd., Quezon City. WTD in prep.

35227—JAMAICA—Lawnmowers; hand, power types. Brochures, price list requested. Facey Commodity Co. Ltd. (importer, dist., agent), P.O. Box 103, Kingston. WTD 3/72.

Construction, mining, materials handling machinery, equipment

35310 — PHILIPPINES — Construction machinery, equipment; logging machinery, equipment. IGRI Industrial Sales Corp., Attn: Eli R. Bicaldo (importer, dist., agent), 486 G. Araneta Blvd., Quezon City. WTD in prep.

35370 — SWITZERLAND — Trucks for long distance transportation, preferably equipped with Caterpillar engines. Estimated possible annual sales at 40 to 60 trucks. Lastwagen Hodel AG, Attn: Mr. Hasler, Mgr. (importer, agent, retailer), P.O. Box 298, 5001 Aarau. WTD in prep.

35370 — UNITED KINGDOM — Bulk materials handling or unit handling equipment. Geo. Moxon (Engineers) Ltd., Attn: W. L. Wood, Dir. (dist.), 23 Claremont Crescent, Sheffield, Yorks., S10 2TA. WTD in prep.

Special industry machinery

35513—PHILIPPINES—Sugar plant machinery. IGRI Industrial Sales Corp., Attn: Eli R. Bicaldo (importer, dist., agent), 486 G. Araneta Blvd., Quezon City. WTD in prep.

35513 — PHILIPPINES — Potato chip making machines (all types), V.S.Y. Trading, Attn: Mr. Vicente Yu, Mgr. (importer, dist., agent), 81 Lapu-Lapu St., Baguio City. WTD 3/72.

35595 — NETHERLANDS — Packaged plants and all kinds of processes used in petrochemical industries, i.e. for refineries, air liquefaction, gas treatment, reforming, heating, control of air pollution by waste gases, etc. Agencies for western Europe; also interested in licensing agreements. N.V. Petrogas, Attn: B.th. Payens, Asst. Mgr. (importer, dist./exporter, construction/installation contractor), 34 Rodezand, Rotterdam. WTD 3/72.

35595 — THAILAND — Metal cleaning equipment: airless type (shotblasting); compressed air type (airblasting); wet type (wetblasting & delta sonic cleaning). Requests catalogs, c.i.f. Bangkok prices. Uniroyal Machinery & Equipment Co., Ltd. (importer, dist.), 107 Soi Swatdi, P.O. Box 107, Ladprao, Bangkok. WTD 2/72.

General industrial machinery

35600—LEBANON—Submersible pumps of 25 to 60 hp. Aziz Sabbagh Co., Attn: Mr. Sabbagh (agent, dist.) Nahr Ibrahim St., P.O. Box 1175, Beirut. WTD 7/71.

35642—ITALY—Wet smoke and dust collectors and scrubbers, other air purification equipment. Ing. Audoli & Bertola (mfr., agent), Corso Vercelli 251, 10152 Torino. WTD in prep.

35663—TAIWAN — Universal joints. Yung Hsing Trading Co., Ltd. (importer, agent, exporter), P. O. Box 696, Taipei. WTD 1/72.

35671—THAILAND—Electric furnaces: arc furnace, high and medium frequency furnace. Requests catalogs, c.i.f. Bangkok prices. Uniroyal Machinery & Equipment Co., Ltd. (importer, dist.), 107 Soi Swatdi, P.O. Box 107, Ladprao, Bangkok. WTD 2/72.

35672—THAILAND—Cupolar furnaces; fuel-fired furnaces. Requests catalogs, c.i.f. Bangkok prices. Uniroyal Machinery & Equipment Co., Ltd. (importer, dist.), 107 Soi Swatdi, P.O. Box 107, Ladprao, Bangkok. WTD 2/72.

35690—FRANCE—Industrial waste compactors. Cimab S.A. (mfr., agent, retailer), 92 rue Anatole France, 92-Levallois-Perret. WTD in prep.

35690 — SWITZERLAND — Coolant filters; ion exchangers; water pollution control equipment. ISI International SA, Attn: G. Zwicky, Pres. (dist., mfr., agent), 10 chemin de Verey, 1208 Grange-Canal, Geneva. WTD 3/72.

35690—TAIWAN — Filters & strainers. Yung Hsing Trading Co., Ltd. (importer, agent, exporter), P. O. Box 696, Taipei. WTD 1/72.

Office, computing, accounting machines

35720—ISRAEL—Typewriters; including parts, attachments. Exclusive agency. Netzigim Ltd. (importer dist., wholesale, agent), Tamkin House, 6 Reiness St., P.O. Box 11014, Tel Aviv. WTD in prep.

35731—FRANCE—Remote batch terminals, conversion and off-line support equipment, programmable industrial controls. Société des Ordoprocesseurs (agent, retailer), 28, rue Maurice Tenine, 94-Fresnes. WTD 11/71.

35731—ISRAEL — Electronic computing equipment (peripherals and accessories) to include: converters, digital/analog; data computing and correcting systems; analog computers; film reader and digital storage phototheodolite devices; gun data computers; magnetic ink readers (input devices); office machine control panels; paper tape readers; tape recorders for data computers; optical scanners; speed computers; tabulating machines. Exclusive agency. Netzigim Ltd. (importer, dist., wholesale, agent), Tamkin House, 6 Reiness St., P.O. Box 11014, Tel Aviv. WTD in prep.

35733—FRANCE—Computer peripheral equipment: bar code, mark reader. Impression Enregistrement des Resultats (I.E.R.) (importer, dist., agent), 12, rue de Sébastopol, 92-Courbevoie. WTD in prep.

35741—ISRAEL — Office calculating, accounting machines to include: adding/billing/bookkeeping/cost finding/multiplying and ticket counting machines. Exclusive. Netzigim Ltd. (importer, dist. exclusive, agent), Tamkin House, 6 Reiness St., P.O. Box 11014, Tel Aviv. WTD in prep.

35760—THAILAND — Electronic weighing machines including bed type. Requests c.i.f. Bangkok prices, catalogs. Pakdi Medical Equipment (importer, dist.), 7 Soi Prachoom, Surawongse Rd., Bangkok. WTD in prep.

Service industry machines

35820—PORTUGAL — Commercial laundry, dry-cleaning machinery, equipment. Olavo Cruz, Lda. (importer, agent), Rua das Flores, 59, Lisbon 2. WTD in prep.

35851—PORTUGAL—Ice cube and flake makers for hotels, restaurants. Olavo Cruz, Lda. (importer, agent), Rua das Flores, 59, Lisbon 2. WTD in prep.

35891—PORTUGAL — Commercial cooking stoves, ranges, ovens, toasters, deep-fat fryers, pressure cookers; cafeteria, snack-bar, kitchen, hotel equipment. Olavo Cruz, Lda. (importer, agent), Rua das Flores, 59, Lisbon 2. WTD in prep.

35892—SWITZERLAND — Water pollution control equipment; ion exchangers, softeners, industrial. ISI International SA, Attn: G. Zwicky, Pres. (dist., agent), 10 chemin de Verey, 1208 Grange-Canal, Geneva. WTD 3/72.

Electric transmission, distribution equipment

36110 — SWITZERLAND — Adjustable potentiometers for electronic applications. Elbatex AG, Attn: Mr. Weber (importer, dist., agent), Alb. Zwyssig Strasse 28, 5430 Wettingen. WTD 6/71.

36112—ISRAEL — Test and measuring equipment, including signal generators, instruments for measuring, voltage, current, waveform, frequency. Hamashbir Electronics (importer, dist.), 76 Giborei Israel St., Tel Aviv. WTD in prep.

Electrical industrial apparatus

36210 — PHILIPPINES — Generators of all ranges; electric motors. IGRI Industrial Sales Corp., Attn: Eli R. Bicaldo (importer, dist., agent), 486 G. Araneta Blvd., Quezon City. WTD in prep.

36212—SWITZERLAND—Sweep generators. Metravel SA (dist., mfr.), chemin de la Dode, 1213 Onex-Geneva. WTD 3/72.

36213—PAKISTAN—Generators, electrical motors including parts, supplies. Requests catalogs, quotations, c. & f., Karachi. Johnson & Phillips (Pakistan) Ltd. (importer, agent), Post Box 3603, Sind Industrial Trading Estate, Karachi -16. WTD 2/72.

Radio, television receiving sets

36515—ISRAEL—Speaker systems, loudspeakers, microphones (all types), amplifiers; other commercial sound equipment including complete public address systems, related products. Hamashbir Electronics (importer, dist.), 76 Giborei Israel St., Tel Aviv. WTD in prep.

Communication equipment

36626—FRANCE — Instrumentation for measuring vibration, sound, electronic signals, speed and shock. Société Industrielle d'Electronique et d'Informatique (S.I.E.I.) dist., agent, retailer), 16, avenue de Verdun, 92-Chatilon sous Bagneux. WTD in prep.

Electronic components, accessories

36730—FRANCE—Correlator and averager for medical use (1024 points). Descriptive literature, price list requested. RACIA (mfr.), 65, 65 bis Blvd. Pierre 1er, 33 Bordeaux. WTD 11/71.

Electronic components, accessories

36740 — GERMANY — Strain gage bridges. Packing for air freight; terms of payment: 60 days net; f.o.b.; delivery terms: from warehouse within two mos. Kontron Elektronik GmbH (importer, mfr., agent), D-8051 Eching bei Muenchen, Industriegebiet I. WTD in prep.

36740—SWITZERLAND—Special diodes for electronic applications. Mr. M. Kaegi, Lacoray SA (dist., agent), Forchstrasse 450, 8702 Zollikon. WTD in prep.

36741—FRANCE—Semiconductors, integrated circuits. International Semiconductor Corp.-France (importer, agent), 20, rue Gambetta, 92-Boulogne. WTD 7/71.

36790—FRANCE—Thermo dilution type blood flowmeter. Descriptive literature, price list requested. RACIA (mfr.), 65, 65 bis Blvd. Pierre 1er 33 Bordeaux. WTD 11/71.

36790—GERMANY — Capacitors, resistors, relays, switches for electronic applications. C.i.f. Munich; 3% discount within 8 days; 60 days net; free incl. packing; delivery immediately if possible. Sasco Vertrieb von elektronischen Bauelementen GmbH (dist., agent), 8011 Putzbrunn b. Muenchen, Hermann-Oberth-Str. 16. WTD 12/71.

36790—GERMANY—Pressure, temperature, displacement and revolution transducers. Packing for air freight; terms of payment: 60 days net; f.o.b.; delivery terms: from warehouse within two mos. Kontron Elektronik GmbH (importer, mfr., agent), D-8051 Eching bei Muenchen, Industriegebiet I, WTD in prep.

36790—ISRAEL—Electronic components and electronic hardware, to include: capacitors, fixed/variable; switches; relays fuses; relays terminal strips; resistors; electronic filament tubes and lamps; wire/cables, etc. for electronic applications. Hamashbir Electronics (importer, dist.), 76 Giborei Israel St., Tel Aviv. WTD in prep.

36790—ISRAEL — Electronic components/systems/hardware to include capacitors, resistors, coils, switches, connectors, transformers, reactors, etc. for electronic applications. A. Nivy Representatives Ltd. (importer, dist., agent), P.O. Box 39223 Tel Aviv. WTD in prep.

36792—SWITZERLAND — Condensors, capacitors for electronic use. Elbatex AG, Attn: Mr. Weber (importer, dist., agent), Alb. Zwyssig Strasse 28, 5430 Wettingen. WTD 6/71.

36793—SWITZERLAND—Registers for electronic applications. Elbatex AG, Attn: Mr. Weber (importer, dist., agent), Alb. Zwyssig Strasse 28, 5430 Wettingen. WTD 6/71.

Electrical machinery, equipment, supplies

36930—THAILAND—X-ray units, accessories. Requests c.i.f. Bangkok prices, catalogs. Pakdi Medical Equipment (importer, dist.), 7 Soi Prachoom, Surawongse Rd., Bangkok. WTD in prep.

Motor vehicles, equipment

37141 — SWITZERLAND — Transmissions for heavy duty trucks (similar or equal to Fuller transmissions). Lastwagen Hodel AG, Attn: Mr. Hasler, Mgr. (importer, agent, retailer), P.O. Box 298, 5001 Aarau. WTD in prep.

Engineering, laboratory, scientific, research instruments

38112—ITALY — Water pollution and waste water analysis instruments and apparatus for research and analysis laboratories, including small automatic chemical oxygen demand equipment and automatic dissolved oxygen equipment. Societa' Italiana Chimici (importer, dist., agent), Via L. Pulci 27, 00162 Rome. WTD 3/72.

38113—CANADA—Drafting instruments, laboratory furniture, supplies suitable for use in elementary, secondary schools. Will stock, distribute, market throughout Canada. William Tindale, Gen. Mgr., Stansi Material Div. of Fisher Scientific Co. Ltd. (importer, dist., retailer), 8555 Devonshire Rd., Montreal 307, Quebec. WTD in prep.

Instruments for measuring, indicating, controlling, physical characteristics

38213—THAILAND—Metal testing apparatus, mold testing apparatus. Requests catalogs, c.i.f. Bangkok prices. Uniroyal Machinery & Equipment Co., Ltd. (importer, dist.), 107 Soi Swatdi, P.O. Box 107, Ladprao, Bangkok. WTD 2/72.

Optical instruments, lenses

38312—FRANCE — Gun sights (small arms). Europroduction (dist., mfr.), 12, Impasse Bonnassee, 13-Marseille. WTD in prep.

Surgical, medical, dental instruments

38410—THAILAND — Surgical tables, surgical lamps, surgical needles. Requests c.i.f. Bangkok prices, catalogs. Pakdi Medical Equipment (importer, dist.), 7 Soi Prachoom, Surawongse Rd., Bankok. WTD in prep.

38421—THAILAND—Ward water sterilizers, ward suction units, sterile surgical sutures, other surgical dressings. Requests c.i.f. Bangkok prices, catalogs. Pakdi Medical Equipment (importer, dist.), 7 Soi Prachoom, Surawongse Rd., Bangkok. WTD in prep.

Photographic equipment, supplies

38611—THAILAND—Still picture processing equipment; motor operated print dryers; enlargers; flash units, electronic and non-electronic type; slide projectors. All electrical equipments to be suitable for 220 V., 50-cycle power. Requests c.i.f. Bangkok prices, catalogs. Bangkok Intraco Corp. Ltd. (importer, dist.), 444 Plabplachai Rd., Amphur Pomprab, Bangkok 1. WTD in prep.

38614—ISRAEL—Microfilm equipment to include: microfilm cameras, readers, printers, developers, enlargers, other special purpose equipment; blue printing, brownprinting and whiteprinting, for engineering/offices microfilm use. Exclusive agency. Netzigim Ltd. (importer, dist., agent), Tamkin House, 6 Reiness St., P.O. Box 11014, Tel Aviv. WTD in prep.

38616—THAILAND—Photographic paper. Requests c.i.f. Bangkok prices, catalogs. Bangkok Intraco Corp. Ltd. (importer, dist.), 444 Plabplachai Rd., Amphur Pomprab, Bangkok 1. WTD in prep.

38618—THAILAND — Prepared photographic chemicals. Requests c.i.f. Bangkok prices, catalogs. Bangkok Intraco Corp. Ltd. (importer, dist.), 444 Plabplachai Rd., Amphur Pomprab, Bangkok 1. WTD in prep.

Toys, amusement, sporting goods

39410 — FRANCE — Toy trains, equipment; battery operated toys. EUROPRODUCTION (dist., mfr.), 12, Impasse Bonnasse, 13–Marseille. WTD in prep.

39430 — FRANCE — Children's automobiles. EUROPRODUCTION (dist., mfr.), 12, Impasse Bonnasse, 13–Marseille. WTD in prep.

39492—AUSTRALIA—Golf clubs, accessories from U.S. manufacturers not presently exporting to Australia. Ray J. Edser (importer), P.O. Box 693, Darwin, Northern Territory 5794. WTD in prep.

39493 — FRANCE — Archery equipment (arrows, bows). EUROPRODUCTION (dist., mfr.), 12, Impasse Bonnasse, 13–Marseille. WTD in prep.

Manufacturing industries

39999 — SWITZERLAND — Beauty care items such as fancy combs, other hair dressing articles, fancy containers, boxes, bottles (atomizers) for toilets, restrooms. Herba Holding AG, Attn: R. A. Schoch (mfr., agent), P.O. Box, 4600 Olten. WTD in prep.

Other Foreign Official Tenders

ALGERIA—The Ministry of Agriculture has issued an invitation for bids for the study on the use of **aerial photography for agriculture**. The purpose of the study is to develop a method of using aerial photography to obtain information of value to the Ministry on the use of the soil by various means of cultivation. The bid deadline is May 8. The agency to be contacted is Ministere de l'Agriculture et de la Reforme Agraire, Direction des Tutelles et de la Commercialisation, Bureau des Marches, 12 Bd Colonel Amirouche, Alger, Algerie. A copy of the bid dossier in French is available from the Service Industries Division, Bureau of Domestic Commerce, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-5678).

ARGENTINA—Agua y Energia Electrica invites bids for the planning, supply of material, and laying of a 2 x 220kv. **high tension line between the towns of Rio Tercero and Pilar**, Province of Cordoba. The budget for the project is 5.2 million pesos, part of which is financed by an Inter-American Development Bank loan. Bid deadline is May 26. Tender documents are available for 400 pesos from Agua y Energia Electrica, Corrientes 531, Piso 1, Buenos Aires.

CEYLON—The Government's Overseas Telecommunication Service has issued a tender for the supply of **VHF/UHF Multichannel Radio Link equipment** (FM 12/24 channels) and accessories. Bid deadline is May 15. Copies of tender announcement and specifications are available from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDC-720, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-4822).

ISRAEL—The Ministry of Communications has requested sales data from U.S. suppliers of **storage batteries for telephone exchanges**. Interested suppliers are requested to send information on cost, battery life, maintenance, and general construction details to the Ministry of Communications, General Workshops, Division of Materials, 20 Hativat Golani St., Haifa. Batteries presently in use are lead acid, 50 volt, 3000-5000 ampere/hour at normal discharge time of five hours. Maximum current, 3000 amperes. The Ministry will modify specifications to accommodate any type system if overall performance is considered outstanding.

KOREA—The Korea Water Resources Development Corp. has announced that it is now receiving applications for **prequalification for work on the Amdong Dam**. The project involves the construction of an earth and rock-fill dam and power station, utilizing a $22 million loan from the Asian Development Bank. There are several works included in the project and the prequalification deadline for these range from around May 18 to Sept. 30. Copies of the announcement, which provides more detail, are available from the Construction, Water Resources & Eng. Svcs. Div., BDC-742, U.S. Dept. of Commerce, Washington, D.C. 20230, ★(202-967-3602) and the U.S. Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102, ★(202-556-5864). Additional information is available from the President, Korea Water Resources Development Corp., 11-3, Chung-dong, Sudaemoon-ku, Seoul.

NICARAGUA—The Ministry of Public Education has invited manufacturers and suppliers from World Bank member countries and Switzerland to bid for approximately $740,000 in **school and office equipment**. The teaching equipment will be for the physical sciences, home economics, geography, industrial arts, and secretarial courses. The equipment is destined for 25 schools throughout the country, and will be bid in two different phases, the first in 1972 and the second in 1973. Documents are available from Arq. William Vargas O., Direccion del Proyecto de Expansion, Educacion Media y Normal, Ministerio de Educacion Publica, aMnagua, Nicaragua, for $60, plus approximately $5 for airmail. Bids must be presented by noon, July 13. The project is World Bank-financed.

PANAMA—The national electricity generating entity, Instituto De Recursos Hidraulicos Y Electrificacion (IRHE), has issued Tender No. 312, with a bid deadline of June 15 for the **supply and erection of a 115 kv. double circuit transmission line** between Las Minas Thermoelectric plant near Colon to Panama City (approximately 32.6 miles). Also requested is the **supply and erection of equipment for Chilibre substation, including transformers and other equipment** rated 115 kv., 13.8 kv. and low voltage design. Proposals can be made for either one or both sections.

Copies of plans and specifications are available for review at the Panamanian Embassy, 4201 Connecticut Ave., NW., Washington, D.C. 20008 and the Office of Stone and Webster Engineers, 90 Broad St., New York, N.Y. 10004. Complete sets can be purchased at a cost of $50 per section from IRHE, Apartado 5285, Panama 5, Panama.

SUDAN—Tenders are invited for the construction of a **reinforced prestressed concrete bridge** 19.20 meters wide and 230 meters long on a piled foundation across the Jur River at Wau in pBahr El Ghazal Province. The structure will have six spans, two of 35 meters and four of 40 meters. Tender documents may be obtained from the Office of Messrs. Stipe-Ital Consult, via del Tritone, 61, Rome, Italy, or from the Director, Dept. of Roads, Khartoum, upon payment of 40 Sudanese Pounds (only), which will not be refunded. Bidders shall submit with their bids a statement of facts in detail regarding their previous experience in performing similar or comparable work, and of their business and technical organization, financial resources, plant available and to be used in performing the contemplated work, present work load, and the names and brief experience records of supervisory personnel.

Tenders appropriately duty-stamped must be enclosed in a sealed package endorsed clearly on the outside with the words: "Tender for the Jur Bridge at Wau." These should be addressed to the Director, Dept. of Roads, Ministry of Transport, P.O. Box 756, Khartoum. The last day and time of delivery has been set at noon, May 15. Alternately, tenders may be sent by registered mail, marked and addressed as directed above; these must also arrive by May 15.

THAILAND—The Electricity Generating Authority of Thailand has announced its Invitation for Bids No. TL-4 for the **construction of the 115 kv. Uttaradit-Phrae-Mae Moh transmission line.** Bidding documents can now be purchased at $50 per set from Foreign Purchasing Sect., Electricity Generating Auth. of Thailand, Nonthaburi, Thailand. Only bids from suppliers in member countries of the Asian Development Bank will be considered. All bids are scheduled to be publicly opened at 10 a.m. on June 5.

Israeli Hotel Consortium Seeks Bids For Laundry Equipment

An Israeli consortium of hotels in Eilat wants to buy equipment for industrial steam laundry, initial capacity 2,000 beds (3½ to 4 tons per day.) Dry cleaning, pressing, laundry of table linens and uniforms also envisaged. Also requires assistance in planning, installing, and training personnel on equipment. Ready to buy immediately. Inquiries to Red Rock Hotel, P.O. 306, Eilat, Israel. Cable: Redrokotel, Telex 03-717.

Argentina Seeks Bids For Ten VHF Transmitters/Receivers

Argentina's Subsecretaria De Transporte has issued Tender No. 40 for the supply of ten VHF portable transmitters/receivers. Bid deadline May 23. Copies of tender announcement and specifications are available only from the Subsecretaria De Transporte, Ferro Carriles Agrentinos Av., Dr. J.M. Ramos Mejia 1302, Buenos Aires, for 100 Argentine Pesos ($1 = 9.7 Argentine Pesos).

Malaysia To Invite Tenders On Port Expansion Project

The Chairman of the Rajang Port Authority, c/o Kuching Port Authority, P.O. Box 530, Kuching, Sarawak, proposes to invite tenders from prequalified contractors for the construction of the Sibu Port Expansion Project, Sibu, Sarawak, Malaysia.

The work comprises the construction of a prestressed concrete or steel piled wharf with suspended deck of precast, prestressed and insitu reinforced concrete construction approximately 1,000 ft. long by 160 ft. wide as an extension of the existing ex-Customs Wharf in the Rajang River, with transit sheds of 75,000 sq. ft. floor area, dredging, bank revetment, site filling, roads, paved areas, ancillary buildings, fresh water services and associated works. Electrical services will be installed under a nominated sub-contract. The project will be financed in part by the Asian Development Bank ($3.5 million) and tenderers will be selected from nationals of member countries of the ADB.

The Authority expects to invite tenders in July and to award the contract in late 1972 or early 1973.

Contractors, who wish to bid on either the main construction contract or the nominated sub-contract for electrical installation, are invited to apply for particulars of the contract and details of the prequalification procedure to the Chairman, Rajang Port Authority or to the Authority's consulting engineers: Sir Bruce White, Wolfe Barry & Partners, Douglas House, 16-18 Douglas St., London, S.W.I. Fully detailed applications for prequalification must be submitted by May 16.

Korea Asks Bids On Steel Bars, Portland Cements

The Government of Korea wishes to receive bids on the supply of: a) Portland cement, 25,000 m.t., b) Portland pozzolan cement, 300 m.t., and c) deformed steel bars, 6,500 m.t. (Tender No. IBRD/L-72023-PII). The purchase will be financed by the World Bank. Bid deadline is May 19.

Copies of the tender documents may be obtained from the Korean Consulate General, Attn: Procurement Officer, 9 East 80th St., New York, N. Y. 10021, (212-879-8899). A small number of copies are available from the Construction, Water Resources & Eng. Services Div., BDC-742, U.S. Dept. of Commerce, Washington, D.C. 20230, (202-967-3602).

Libya To Construct Petroleum Storage Terminals, Pipelines

The Libyan National Oil Corporation has invited registered international firms to bid on construction of two storage terminals and two pipelines, as part of a refinery project at Zawia. The first terminal, to be located east of Tripoli, will have 30,000 cubic meters capacity and will include a station for pumping refined products (aircraft fuel, kerosene, gasoline, naptha, and gas) to Tripoli. The second terminal, of the same capacity, is to be located near Tripoli, and will be used to distribute products pumped from Zawia.

The first pipeline, 8 inches in diameter, will connect the two terminals, a distance of 60 kilometers. The second pipeline is expected to connect the planned Tripoli West Power Plant with the Zawia refinery to supply heavy fuel oils to the power plants. Specifications are obtainable from: The Libyan National Oil Corp., P. O. Box 2655, Tripoli, Libyan Arab Republic, upon payment of 100 Libyan dinars ($308.07). Bid deadline, noon, May 22.

Greece Wants To Buy Three OMEGA Navigation Receivers

Greece's Ministry of National Economy has issued Tender No. 103/72 for the supply of three OMEGA digital navigation receivers. Bid deadline is May 16. Copies of tender announcement and specifications are available from Ministry of National Economy, General Directorate of Supply, 4th Directorate of State Purchases Kanningos Square, Athens, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDC-720 Room 1112 U.S. Department of Commerce, Washington, D.C., 20230, ★202-967-4822.

U.S. Firm Seeks Sub-Contractors For Ivory Coast Sugar Project

The U.S. Embassy in Abidjan reports that a U.S. firm, Lang Engineering, has been chosen by the Government of Ivory Coast to supply all goods and services for a sugar complex worth $63.66 million. Lang Engineering will construct the refinery but is seeking other firms to build housing, railway spur, small dams, and other portions of the project. Export-Import Bank financing assures that all suppliers will be American to the extent possible. The project is getting underway immediately.

A detailed list of the sugar project opportunities is being forwarded to the Construction, Water Resources & Engineering Services Div., BDC-742, U.S. Dept. of Commerce, Washington, D.C. 20230, (202-967-3602). Interested firms should contact Mr. Robert Saxon, Lang Engineering, 299 Alhambra Circle, Coral Gables, Fla. 33134.

Malaysia Asks Bids On Pahang River Flood Warning System

The Director General of Malaysia's Drainage and Irrigation Dept. has issued a tender for the supply, installation, testing and maintenance of one flood forecasting and warning system for the Pahang River. Bid deadline May 31. Bid should offer a VHF telemetry system for monitoring flood levels on the Pahang River.

Copies of tender announcement and specifications are available from the Dir. Gen., Drainage and Irrigation Department, Jalan Swettenham, Kuala Lumpur, Malaysia for M$25 for each set of two copies, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Div., BDC-720, Room 1112, U.S. Department of Commerce, Washington, D.C., 20230, ★202-967-4822.

NATO Plans Three Building Projects In United Kingdom

Three invitations for international competitive bidding for NATO Common Infrastructure Contracts have been announced. They are: a) about 138 kilometers of 6 and 8 inch welded steel pipeline for JP4 fuel; b) twelve 5,000 cubic meter JP4 storage tanks; and c) five steel aircraft hangers.

The earliest invitation to bid was in mid-April, with bids for others to be invited from June to the end of the year.

Copies of the official announcements, which provide more details, are available from the Construction, Water Resources & Engineering Services Div., BDC-742, U. S. Dept. of Commerce, Washington, D.C. 20230 (202-967-3602) and the U.S. Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5864). Firms interested in bidding are asked to notify the Construction, Water Resources & Engineering Services Div. at the above address.

Australia Announces Tenders On TV Transmission Equipment

Australia's Deputy Assistant Director General (Supply) has issued Tender No. S72/6919 for television transmitting equipment for the 3-year period June 1, 1972, to May 31, 1975. Bid deadline is 2 p.m., May 25.

Copies of tender announcement and specifications are available from the Dep. Assist. Dir.-Gen. (Supply) Post Master General's Department 3rd Floor, 199 William St., Melbourne 3000, or on a short-term loan basis, to firms located in the U.S. from the Communications-Electronics Division, BDC-720 1112, U.S. Department of Commerce, Washington, D.C., 20230, ★202-967-4822.

Algeria Will Buy Miscellaneous Electronic Test Equipment

Commissariat National a l'Informatique has issued a tender for electronic equipment for testing and maintenance of data net it intends to connect to a C11 10070 computer, and for testing equipment for the Algerian telephone net to explore data teletransmission. Offers should reach Commissariat a l'Informatique, 4, Blvd. Mohamed V, Algiers, Algeria, "Marked for Appel d'offres International Material Teleinformatique-nes pas ouvrir" no later than May 26. Copy of tender, in French, is available for review only at the Business, Photographic and Scientific Equipment Div., BDC-708, Room 1128, U.S. Dept. of Commerce, Washington, D.C. 20230, ★202-967-2939.

Afghans Seek U.S. Contacts

The Royal Afghan Ministry of Public Health desires to establish trade contacts with U.S. pharmaceutical manufacturing firms interested in exporting to Afghanistan. The Afghan Health Ministry also request U.S. pharmaceutical producers to register their products in the Afghan National Formulary. Write: The Royal Afghan Ministry of Public Health, Kabul, Afghanistan.

Future Construction Abroad

GREECE—New projects planned by the Minister of Merchant Marine, Transport and Communications include: **New Airport for Athens.** To be constructed in the Spata area (selected through a feasibility report prepared by two U.S. firms, Airways Engineering Corp. and Burns and Roe).

Athens Subway. The U.S. consulting engineering firm Wilbur Smith and Associates has been requested to update its feasibility report on traffic in the capital area. Bids for the preliminary design are expected to be solicited in about a month.

Modernization of railways. The French consulting engineering firm Sofrerail is assisting the Hellenic Railways Organization (HRO) in improving the operation of the railways. Currently this firm is preparing a survey on straightening and doubling the track linking Athens with Thessaloniki, with the objective of covering the 370-mile course in 2½ to 3 hours. The subject of the next survey will be the Athens-Patras line (1 meter gauge track). Greek experts are currently in West Germany studying the concept of the electromagnetically cushioned train.

Other projects include preparation of a survey for determining Greece's airport requirements for the next 30 years; elimination of train-automobile accidents through the construction of overpasses and the installation of safety devices; and organization of a first-aid helicopter service.

ARGENTINA—The Argentine State Gas Co., Gas del Estado, invites engineering firms to bid for the **basic engineering studies for the new natural gas separation plant** at General Cerri near Bahia Blanca, in the Province of Buenos Aires. The plant will eventually separate 15,000 cubic meters per day of natural gas into ethane, propane, butane and other hydrocarbons. U.S. companies engaged in the manufacture of equipment for gas separation plants should contact Fish International Engineers Inc., and/or Ingenieria Faber S.A.I.C., Montevideo 451, Buenos Aires. U.S. construction companies interested in this project, as well as equipment suppliers, should also contact Ing. Victor Miganne, Gerente, Gerencia de Estudios, Proyectos y Obras, Gas del Estado, Alsina 1254, 5th Fl., Of. 58, Buenos Aires.

KOREA—The Ministry of Commerce and Industry is planning to promote the construction of a **pulp plant with an annual capacity of 130,000 metric tons.** The projected plant would cost about $40 million. U.S. firms interested in the proposed pulp plant may write to: First Industrial Bureau, Attn: Mr. Yoo Kak Chong, Director, Ministry of Commerce and Industry, Seoul.

COLOMBIA — Bogota newspaper *El Tiempo* reported that the Colombian Institute of Electric Power, Bogota, calculates that about $638 million will be spent in the next five years on generation, transmission, and distribution of electricity in Colombia. The best opportunities for U.S. exports are **thermal generating plants.** Imports also required will be **substations and transformers.**

FRANCE—Le Havre Port Authority has decided that it would be feasible to build an **oil tanker port on the coast at the Cap d'Antifer.** The cost of the project is estimated at $140 million. The new port's oil facilities will include simultaneous docking berths for two 500,000-ton tankers, construction of oil storage tanks with a 1.2 million cubic meter capacity at Antifer and 2.4 million cubic meter capacity at Le Havre, on a new site adjacent to the present oil port. Storage tanks to be built at both locations will have individual capacities of 150,000 cubic meters and will be the largest ever built. U.S. dredging and port engineering companies interested in some phases of the construction of the port or its adjacent facilities should write to: Direction du Port Autonome, Therminal Petrolier d'Antifer, Port du Havre, 76-Le Havre, France. With respect to oil storage and pumping facilities, U.S. companies should write to: Compagnie Industrielle Maritime, C.I.M., Service Technique, 76-Le Havre, France. U.S. firms dealing with port engineering and construction, and production of port equipment would find it advantageous to establish themselves with French port authorities and specialized construction enterprises. A listing of Port Authorities concerned with construction projects and maintenance activities for the leading French ports is available from the U.S. Department of Commerce, Business Opportunities Div., BDC-584, Rm 4813, Washington, D.C. 20230.

BAHAMAS—The Bahamas Government announced the construction for Burmah Oil Tankers Ltd., a wholly-owned subsidiary of Burmah Oil Co. Ltd. (Landon) of a **deep-water petroleum transshipment terminal.** The terminal, on which work is expected to begin in June, will have a through-put capacity of 150 million barrels and mooring facilities to accomodate tankers of up to 350,000 tons. The terminal will be leased to Burmah and will be owned by a joint-venture company owned 51 percent by the Bahamas Development Corp., a GOBI corporation, and Seabulk International Corp. These developments provide good opportunities for U.S. contractors and for sales of U.S. products including valves, pumps, tanker loading apparatus and steel. U.S. firms can contact the parent company of Seabulk, Port Everglades Towing, Fort Lauderdale, Fla. Attn: Richard Schmitz and Hans Hvide.

USSR—*Pravda* and Tass reported on March 13 that the foundation has been laid for a "Giant" Krasnoyarsk **plant for automobile and transport trailers.** The plant will cover a million square meters and will be the largest machine building enterprise in eastern USSR. Planned output will be 100,000 trailers annually for the Kama truck plant. Also planned is a new town for 50,000 residents. Inquiries from interested U.S. firms about this plant may be directed to: Avtoprom-import, Pyatnitskaya Ulitsa, 50/2, Moscow ZH-17, and to the Commercial Sec., Embassy of USSR, 1125 16th St. NW., Washington, D.C. 20036.

LEBANON—The Ministry of Finance is in the final stages of negotiating for World Bank credits to construct the long-planned **dual highway between Tabarja (about 15 miles north of Beirut) and Tripoli.** The Government of Lebanon is anxious to obtain qualified American contractors for this project.

COLOMBIA—Arturo Leon Garcia, Executive Director, Universidad Industrial de Santander (Industrial University of Santander), Apartado Aereo 678, Bucaramanga, Colombia, has announced that the **University is initiating a general development plan.** The University is inviting U.S. construction and engineering firms as well as manufacturers and suppliers of laboratory equipment and teaching aids, to register in the Registry of Bidders at the above address.

BELGIUM—The Government approved the **expansion of Esso Belgium n.v. refinery in the Port of Antwerp.** The new project (a Standard Oil Co. of N.J. affiliate), which will cost about $250 million, is still in the blueprint stage. Actual construction will start in September and will last three years.

SWAZILAND — The Government has authorized International Air (Pty) Ltd., Johannesburg, to institute direct passenger air service between Swaziland and Western Europe. In addition to low-cost transport, the company plans to construct a **hotel complex of 150 beds** between Matsapa (the airport) and the city of Manzini.

USSR—Pravda has announced the beginning of construction on a Yaroslavl **plant for diesel apparatus (fittings or equipment).** The main elements of the new plant, which will occupy a 50-hectare site, are a one-story, 120,000-square-meter building for automatic and thermal lines; a two-story building for precision parts, and a seven-story engineering-administrative building. A new residential area for 30,000 people is also planned. Inquiries about construction may be directed to Avtopromimport, Pyatnitskaya Ulitsa 50/2, Moscow ZH-17, and to the Commercial Section, Embassy of the USSR, 1125 16th St. NW., Washington, D.C. 20036.

Future Construction Abroad Summary Available

A quarterly summary of future construction projects abroad, contract award stories and significant foreign government tenders published in the *Commerce Today* and *Commerce Business Daily* during January, February and March is available to U.S. firms from the Business Opportunities Division, BDC-584, Rm 4813, U.S. Department of Commerce, Washington, D.C. 20230. A pre-addressed mailing label should be included with the request to facilitate processing and mailing. The summary, which may also be reviewed at any of the 42 Commerce Department Field Offices, alphabetically lists project summaries by country in five distinct classes: airport, seaport, railroad and highway projects; hydro and thermal electric plant and irrigation projects; hospital, hotel and housing projects; industrial plant projects; and comprehensive development projects. Whenever possible, names of contractors and responsible agencies are cited, as well as original publication dates.

A limited number of copies of the fourth quarter 1971 summary are also available upon request, and will be distributed on a first-come, first-served basis.

More Than 1,100 New Market Share Reports Available For Businessmen

This is the list of Market Share Reports referred to on Page 39 in a story announcing the availability of the latest edition of these statistical aids for world traders. For information on how to purchase the reports—by country, $3 each, and by commodity, $3 for one to five reports—see that story.

COUNTRY SERIES

Reports on countries in bold face are based on import data. In addition to the 66 listed, reports on seven countries—Australia, Brazil, Republic of Korea, Malaysia, Mexico, Pakistan, and Thailand—are expected to be issued shortly. Their availability will be announced in Commerce Today. *All seven have been included in earlier country series.*

Algeria—MSR 72-90001
Argentina—MSR 72-90002
Austria—MSR 72-90004
Belgium-Luxembourg—MSR 72-90005
Bolivia—MSR 72-90006
Cameroon—MSR 72-90008
Canada—MSR 72-90009
Chile—MSR 72-90010
Colombia—MSR 72-90011
Costa Rica—MSR 72-90013
Denmark—MSR 72-90014
Dominican Republic—MSR 72-90015
Ecuador—MSR 72-90016
El Salvador—MSR 72-90017
Ethiopia—MSR 72-90018
Finland—MSR 72-90019
France—MSR 72-90020
Federal Republic of Germany—MSR 72-90021
Ghana—MSR 72-90022
Greece—MSR 72-90023
Guatemala—MSR 72-90024
Honduras—MSR 72-90025
Hong Kong—MSR 72-90026
India—MSR 72-90027
Indonesia—MSR 72-90028
Iran—MSR 72-90029
Ireland—MSR 72-90030
Israel—MSR 72-90031
Italy—MSR 72-90032
Ivory Coast—MSR 72-90033
Jamaica—MSR 72-90034
Japan—MSR 72-90035
Kenya—MSR 72-90036
Kuwait—MSR 72-90038
Lebanon—MSR 72-90039
Liberia—MSR 72-90040
Libya—MSR 72-90041
Morocco—MSR 72-90044
Netherlands—MSR 72-90045
New Zealand—MSR 72-90046
Nicaragua—MSR 72-90047
Nigeria—MSR 72-90048
Norway—MSR 72-90049
Panama—MSR 72-90051
Peru—MSR 72-90052
Philippines (data through 1969 only)—MSR 72-90053
Portugal—MSR 72-90054
Saudi Arabia—MSR 72-90055
Singapore—MSR 72-90056
South Africa—MSR 72-90057
Spain—MSR 72-90058
Sweden—MSR 72-90059
Switzerland—MSR 72-90060
Taiwan—MSR 72-90061
Tanzania—MSR 72-90062
Trinidad and Tobago—MSR 72-90064
Tunisia—MSR 72-90065
Turkey—MSR 72-90066
Uganda—MSR 72-90067
United Arab Republic (Egypt)—MSR 72-90068
United Kingdom—MSR 72-90069
Venezuela—MSR 72-90070
Republic of Viet-Nam—MSR 72-90071
Yugoslavia—MSR 72-90072
Zaire—Republic of the Congo (Kinshasa)—MSR 72-90012
Zambia—MSR 72-90073

COMMODITY SERIES

NOTICE: Each Market Share Report must be purchased by an order number. To conserve space in the listing below, a common prefix "COM-72-10001-" has been omitted from the individual entries and must be added to the 4-digit number following the title to form a complete order number. For example, the order number for the entry "512—Organic chemicals. 0075" is COM-72-10001-0075.

In the reports followed by an asterisk (*), U.S. export data are not shown because U.S. statistics could not be matched exactly to the commodity classification used—the United Nations Standard International Trade Classification, Revised (SITC).

In the reports followed by a dagger (†) U.S. export data are shown, beginning in 1970.

5 —CHEMICALS. COM-72-10001-0074

Organic chemicals

512 —Organic chemicals. 0075
512.1 —Hydrocarbons and derivatives. 0076*
512.11—Styrene. 0077
512.12—Other hydrocarbons. 0078*
512.13—Halogenated derivatives of hydrocarbons. 0079*
512.14—Other derivatives of hydrocarbons. 0080*
512.2 —Alcohols, phenols, phenol-alcohols, and glycerine. 0081*
512.21—Methyl alcohol. 0082
512.22—Other acyclic alcohols and derivatives. 0083*
512.23—Cyclic alcohols and derivatives. 0084*
512.24—Ethyl alcohol, undenatured, and denatured spirits. 0085
512.25—Fatty alcohols. 0086*
512.26—Glycerol and glycerol lyes. 0087
512.27—Phenols, phenol-alcohols. 0088*
512.28—Derivatives of phenols or phenol-alcohols. 0089*
512.3 —Ethers, epoxides, acetals. 0090*
512.31—Ethers, ether-alcohols, ether-phenols, alcohol and ether peroxides, and derivatives. 0091*
512.32—Epoxides, epoxy compounds, and derivatives. 0092*
512.33—Acetals, hemiacetals, and derivatives. 0093*
512.4 —Aldehyde, ketone, and quinone function compounds. 0094*
512.41—Oxygen function aldehydes. 0095*
512.42—Derivatives of oxygen function aldehydes. 0096*
512.43—Ketones, quinones, and derivatives. 0097*
512.5 —Acids and derivatives. 0098*
512.51—Monoacids and derivatives. 0099*
512.52—Polyacids and derivatives. 0100*
512.53—Oxygen function acids and derivatives. 0101*
512.6 —Inorganic esters and derivatives. 0102*
512.61—Sulfuric esters and derivatives. 0103*
512.62—Nitrous and nitric esters and derivatives. 0104*
512.63—Phosphoric esters and derivatives. 0105*
512.64—Carbonic esters and derivatives. 0106*
512.69—Other inorganic esters and derivatives. 0107*
512.7 —Nitrogen function compounds. 0108*
512.71—Amine function compounds. 0109*
512.72—Oxygen function amino-compounds. 0110*
512.73—Quaternary ammonium salts and hydroxides. 0111*
512.74—Amide function compounds. 0112*
512.75—Amide- and amine function compounds. 0113*
512.76—Nitrile function compounds. 0114*
512.77—Diazo-, azo-, and azoxy compounds. 0115*
512.78—Organic derivatives of hydrazine or hydroxylamine. 0116*
512.79—Compounds with other nitrogen functions. 0117*
512.8 —Organo-inorganic and heterocyclic compounds. 0118*
512.81—Organo-sulfur compounds. 0119*
512.82—Organo - arsenic compounds. 0120*
512.83—Organo - mercury compounds. 0121*
512.84—Other organo-inorganic compounds. 0122*
512.85—Heterocyclic compounds, including nucleic acids. 0123*
512.86—Sulfonamides. 0124
512.87—Sultones and sultams. 0125*
512.9 —Other organic chemicals. 0126*
512.91—Enzymes. 0127
512.92—Sugars, except sucrose, glucose, and lactose; sugar esters and salts, n.e.s. 0128*
512.99—Other organic compounds. 0129*

Inorganic Chemicals: Elements, oxides, and halogen salts

513.1 —Oxygen, nitrogen, hydrogen, and rare gases. 0130
513.11—Oxygen. 0131†
513.12—Nitrogen. 0132†
513.13—Hydrogen and rare gases. 0133†
513.2 —Chemical elements, n.e.s. 0134
513.21—Chlorine. 0135
513.22—Other halogens. 0136*

513.23—Sulfur, sublimed or precipitated; colloidal sulfur. 0137
513.24—Metalloids n.e.s. 0138*
513.25—Mercury. 0139
513.26—Alkali and rare earth metals. 0140*
513.27—Carbon black and similar carbons. 0141
513.28—Gas carbons. 0142*
513.3 —Inorganic acids and oxygen compounds of nonmetals or metalloids. 0143
513.31—Hydrochloric and chlorosulfonic acids. 0144†
513.32—Sulfur dioxide. 0145*
513.33—Sulfuric acid; oleum. 0146
513.34—Nitric acid; sulfonitric acids. 0147*
513.35—Phosphorus pentoxide and phosphoric acids. 0148*
513.36—Arsenic trioxide, pentoxide, and acids of arsenic. 0149*
513.37—Boric oxide and boric acid. 0150
513.39—Other inorganic acids and oxygen compounds of nonmetals or metalloids. 0151*
513.4 —Halogen and sulfur compounds of nonmetals or metalloids. 0152
513.41—Halides, oxyhalides, and other halogen compounds of nonmetals or metalloids. 0153†
513.42—Sulfides of nonmetals or metalloids. 0154†
513.5 —Metallic oxides, principally used in paints. 0155
513.51—Zinc oxide and peroxide. 0156†
513.52—Manganese oxides. 0157†
513.53—Iron oxides and hydroxides. 0158†
513.54—Cobalt oxides and hydroxides. 0159†
513.55—Titanium oxides. 0160
513.56—Lead oxides. 0161†
513.6 —Other inorganic bases and metallic oxides. 0162
513.61—Ammonia, anhydrous or in aqueous solution. 0163
513.62—Caustic soda. 0164
513.63—Caustic potash; peroxides of potassium or sodium. 0165
513.64—Oxides, hydroxides, and peroxides of strontium, barium, or magnesium. 0166
513.65—Aluminum oxide and hydroxide. 0167
513.66—Artificial corundum. 0168
513.67—Chromium oxides and hydroxides. 0169
513.68—Tin oxides. 0170
513.69—Other inorganic bases, metallic oxides, hydroxides, peroxides. 0171

Other inorganic chemicals

514 —Other inorganic chemicals. 0172
514.1 —Metallic salts and peroxysalts of inorganic acids. 0173*
514.11—Fluorides, fluorosilicates, fluoroborates, and other complex fluorine salts. 0174*
514.12—Chlorides and oxychlorides. 0175*
514.13—Chlorites and hypochlorites. 0176*
514.14—Chlorates and perchlorates. 0177*
514.15—Bromides, oxybromides, bromates, perbromates, hypobromites. 0178*
514.16—Iodides, oxyiodides, iodates, periodates. 0179*
514.2 —Other metallic salts and peroxysalts of inorganic acids (I). 0180*
514.21—Sulfides and polysulfides. 0181*
514.22—Diothionites; sulfoxylates. 0182*
514.23—Sulfites and thiosulfates. 0183*
514.24—Sulfates and persulfates. 0184*
514.25—Nitrites and nitrates. 0185*
514.26—Phosphites, hypophosphites, and phosphates. 0186*
514.27—Arsenites and arsenates. 0187*
514.28—Neutral sodium carbonate (soda ash). 0188
514.29—Other carbonates and percarbonates. 0189*
514.3 —Other metallic salts and peroxysalts of inorganic acids (II). 0190*
514.31—Cyanides and complex cyanides. 0191*
514.32—Fulminates and cyanates. 0192*
514.33—Silicates. 0193*
514.34—Borates and perborates. 0194*
514.35—Salts of metallic acids. 0195*
514.36—Other salts and peroxysalts of inorganic acids, except azides. 0196*
514.37—Colloidal precious metals and their compounds. 0197*
514.9 —Inorganic chemical products, n.e.s. 0198*
514.91—Liquid air. 0199*
514.92—Hydrogen peroxide. 0200*
514.93—Phosphides. 0201*
514.94—Calcium carbide. 0202*
514.95—Other carbides. 0203*
514.96—Hydrides, nitrides, azides, silicides, and borides. 0204*
514.99—Other inorganic compounds n.e.s. 0205*

Radioactive and associated materials

515 —Radioactive and associated materials. 0206
515.1 —Radioactive chemical elements and isotopes. 0207†
515.2 —Stable isotopes and their compounds. 0208†
515.3 —Compounds and mixtures of thorium, uranium, and rare earth metals. 0209†

Mineral tar and crude chemicals from coal, petroleum, and natural gas

521.1 —Mineral tar. 0210
521.3 —Ammoniacal gas liquors and spent oxide. 0211
521.4 —Oils and other coal-tar distillation products. 0212

Synthetic organic dyestuffs, natural indigo, and color lakes

531.0 —Synthetic organic dyestuffs, natural indigo, and color lakes. 0213
531.01—Synthetic organic dyestuffs and natural indigo. 0214
531.02—Color lakes. 0215

Dyeing and tanning extracts, and synthetic tanning materials

532 —Dyeing and tanning extracts and synthetic tanning materials. 0216
532.1 —Dyeing extracts. 0217†
532.3 —Synthetic tanning materials. 0218
532.4 —Tanning extracts of vegetable origin. 0219*
532.5 —Tannic acids and derivatives. 0220*

Pigments, paints, varnishes, and related materials

533.1 —Coloring materials. 0221
533.2 —Printing inks. 0222
533.3 —Prepared paints, enamels, lacquers, and driers. 0223
533.31—Prepared pigments, opacifiers, enamels, and similar products. 0224
533.32—Varnishes, water pigments, stamping foils, and dyes. 0225
533.33—Artists' colors. 0226

NOTICE: Each Market Share Report must be purchased by an order number. To conserve space in this listing, the common prefix "COM-72-10001-" has been omitted from the individual entries and must be added to the 4-digit number following the title to form a complete order number. For example, the order number for the entry "512—Organic chemicals. 0075" is COM-72-10001-0075.

533.34—Prepared driers. 0227
533.35—Putty, painters' fillings, and similar products. 0228

Medicinal and pharmaceutical products

541.1 —Vitamins and provitamins. 0229
541.3 —Penicillin, streptomycin, and other antibiotics. 0230
541.4 —Opium alkaloids, cocaine, and other vegetable alkaloids and derivatives. 0231
541.5 —Hormones. 0232
541.6 —Glycosides, glands, sera, and vaccines. 0233
541.61—Glycosides and derivatives. 0234
541.62—Organotherapeutic glands, other organs, and their extracts. 0235
541.63—Bacterial products, sera, vaccines. 0236
541.7 —Medicaments. 0237
541.9 —Pharmaceutical goods. 0238
541.91—Bandages and similar articles treated with pharmaceutical products. 0239
541.99—Other pharmaceutical goods. 0240

Essential oils, perfume, and flavor materials

551.1 —Essential oils and resinoids. 0241
551.2 —Synthetic perfume and flavor materials. 0242
551.21—Terpenic by-products. 0243*
551.22—Concentrates of essential oils in fats, fixed oils, or waxes. 0244*
551.23—Mixtures of odoriferous substances used as raw materials in industry. 0245*
551.24—Aqueous distillates and solutions of essential oils. 0246*

Perfumery and cosmetics, dentifrices, and other toilet preparations, except soaps

553.0 —Perfumery, cosmetics, and other toilet preparations. 0247

Soaps, cleansing and polishing preparations

554.1 —Soaps. 0248
554.2 —Surface acting agents and washing preparations. 0249
554.3 —Polishes and similar preparations for polishing and preserving leather, wood, and other materials. 0250

Fertilizers, manufactured

561 —Fertilizers, manufactured. 0251
561.1 —Nitrogenous fertilizers and materials. 0252
561.2 —Phosphatic fertilizers and materials. 0253
561.21—Basic slag (Thomas slag). 0254†
561.29—Other phosphatic fertilizers and materials. 0255†
561.3 —Potassic fertilizers and materials. 0256

561.9 —Fertilizers, n.e.s. 0257

Explosives and pyrotechnic products

571.1 —Propellent powders and other prepared explosives. 0258
571.11—Propellent powders. 0259
571.12—Other prepared explosives. 0260
571.2 —Fuses, primers, detonators. 0261
571.21—Mining, blasting, and safety fuses. 0262
571.22—Percussion and detonating caps, igniters, and detonators. 0263
571.3 —Pyrotechnic articles. 0264
571.4 —Hunting and sporting ammunition. 0265

Plastic materials, regenerated cellulose, and artificial resins

581.1 —Products of condensation, polycondensation, and polyaddition. 0266
581.2 —Products of polymerization and copolymerization. 0267
581.3 —Regenerated cellulose, chemical derivatives of cellulose, and vulcanized fiber. 0268
581.31—Vulcanized fiber. 0269
581.32—Regenerated cellulose and cellulose derivatives. 0270
581.9 —Other artificial resins and plastic materials. 0271
581.91—Hardened proteins. 0272
581.92—Modified natural resins, ester gums, and natural rubber derivatives. 0273
581.99—Other artificial plastic materials. 0274

Chemical materials and products, other

599.2 —Insecticides, fungicides, and disinfectants. 0275
599.5 —Starches, gluten, albuminoid substances, and glues. 0276
599.51—Starches and inulin. 0277
599.52—Gluten and gluten flour. 0278
599.53,54—Casein, albumin, and derivatives. 0279
599.55—Gelatin and derivatives; glue derived from bones and similar products. 0280
599.56—Protein substances and derivatives; hide powder. 0281†
599.57,59—Dextrins, starch glues, and prepared glues, n.e.s. 0282
599.6 —Wood and resin-based chemicals. 0283
599.61—Tall oil. 0284
599.62—Concentrated sulfite lye. 0285
599.63—Spirits of turpentine and other terpenic solvents. 0286
599.64—Rosin and resin acids and derivatives. 0287
599.65—Wood tar, wood tar oils, creosote, naphtha, and acetone oil. 0288
599.66—Vegetable pitch and similar compounds. 0289
599.7 —Organic chemical products, n.e.s. 0290
599.71—Artificial and prepared waxes, not emulsified or containing solvents. 0291
599.72—Artificial and colloidal graphite. 0292
599.73—Animal black. 0293
599.74—Prepared glazings, dressings, and mordants. 0294
599.75—Antiknock preparations and similar prepared mineral oil additives. 0295
599.76—Prepared rubber accelerators. 0296
599.77—Prepared culture media. 0297
599.78—Charges for fire extinguishers. 0298
599.9 —Chemical products and preparations, n.e.s. 0299
599.91—Modeling pastes and dental impression compounds. 0300
599.92—Activated carbon and natural mineral products. 0301
599.93—Ferrocerium and other pyrophoric alloys. 0302
599.94—Pickling preparations for metal surfaces, fluxes, and other welding preparations. 0303
599.95—Composite varnish solvents and thinners. 0304
599.99—Other chemical products and preparations, n.e.s. 0305

6 —MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL. COM-72-10001-0306

Leather

611 —Leather. 0307
611.2 —Reconstituted and artificial leather. 0308
611.3 —Calf leather. 0309
611.4 —Other bovine and equine leather. 0310
611.9 —Leather, n.e.s. 0311
611.91—Leather of sheep and lamb skins. 0312
611.92—Leather of goat and kid skins. 0313
611.93-95—Chamois-, parchment-, and patent-dressed leather. 0314
611.99—Other leather. 0315

Manufactures of leather or artificial or reconstituted leather, n.e.s.

612 —Manufactures of leather, or artificial or reconstituted leather, n.e.s. 0316
612.1 —Machine leather belting and other machinery leather. 0317
612.2 —Saddlery and similar goods. 0318†
612.3 —Uppers, legs, and other footwear parts. 0319
612.9 —Manufactures of leather, n.e.s. 0320

Fur skins, tanned or dressed

613.0 —Fur skins, tanned or dressed. 0321

Materials of rubber

621.0 —Materials of rubber. 0322
621.01—Plates, sheets, and granules of unvulcanized rubber. 0323
621.02—Unvulcanized rubber in other forms. 0324
621.03—Vulcanized rubber thread and cord. 0325
621.04—Plates, sheets, and profile shapes of unhardened vulcanized rubber. 0326†
621.05—Piping and tubing of unhardened vulcanized rubber. 0327
621.06—Hardened rubber in primary forms, scrap, and powder. 0328†

Articles of rubber, n.e.s.

629.1 —Rubber tires and tubes. 0329
629.3 —Hygienic and pharmaceutical articles of unhardened rubber. 0330
629.4 —Transmission, conveyor, or elevator belts and belting of rubber. 0331
629.9 —Other articles of rubber. 0332
629.98—Articles of unhardened rubber, n.e.s. 0333
629.99—Articles of hardened rubber, n.e.s. 0334

Veneers, plywood boards, reconstituted wood and other wood, worked

631.1 —Veneer sheets. 0335
631.2 —Plywood, including veneered panels. 0336
631.21—Plywood and veneered panels; inlaid wood. 0337†
631.22—Cellular wood panels. 0338†
631.4 —Improved or reconstituted wood. 0339
631.41—Improved wood. 0340
631.42—Reconstituted wood. 0341
631.8 —Wood simply shaped or worked. 0342
631.81—Wood paving blocks. 0343
631.82—Riven or sawn staves, unfinished. 0344
631.83—Hoopwood, chipwood, split poles, and piles. 0345
631.84, 85—Sticks for shaping handles and shafts; drawn wood, match splints, and wooden pegs. 0346
631.86—Wood wool and flour. 0347
631.87—Wood beading and molding. 0348

Wood manufactures, n.e.s.

632.1 —Boxes, cases, crates, complete. 0349
632.2 —Cooperage products. 0350
632.4 —Builders' woodwork and prefabricated buildings of wood. 0351
632.7 —Manufactures of wood for domestic or decorative use. 0352
632.71—Picture and mirror frames of wood. 0353
632.72—Household utensils of wood. 0354
632.73—Domestic or decorative articles of wood, n.e.s. 0355
632.8 —Manufactured articles of wood, n.e.s. 0356
632.81—Tools, handles, and shoe lasts of wood. 0357
632.82—Spools, cops, and bobbins of turned wood. 0358
632.89—Other articles of wood, n.e.s. 0359

Cork manufactures

633.0 —Cork manufactures. 0360
633.01—Articles of natural cork. 0361*
633.02—Agglomerated cork and articles. 0362*

Paper and paperboard

641.1 —Newsprint paper. 0363
641.2 —Other printing and writing paper, machine-made, in rolls or sheets. 0364
641.21—Uncoated printing and writing paper, in rolls or sheets. 0365†
641.22—Coated printing and writing paper, in rolls or sheets. 0366
641.3 —Kraft paper and paperboard. 0367
641.4 —Cigarette paper in bulk, rolls, or sheets. 0368
641.5 —Machine-made paper and paperboard in rolls or sheets, n.e.s. 0369
641.6 —Fiberboard and other building board. 0370
641.7 —Handmade papers. 0371†
641.9 —Paper and paperboard in rolls or sheets, n.e.s. 0372
641.91—Parchment or greaseproof paper or paperboard, in rolls or sheets. 0373
641.92—Composite paper and paperboard, in rolls or sheets. 0374
641.93—Corrugated paper and paperboard, in rolls or sheets. 0375
641.94—Ruled or squared paper and paperboard, in rolls or sheets. 0376

641.95,96—Coated or impregnated paper, n.e.s. in bulk; filterblocks of paper pulp. 0377
641.97—Wallpaper and lincrusta. 0378

Articles made of paper pulp, paper, or paperboard

642.1 —Paper bags, paperboard boxes, and other containers. 0379
642.11—Packing containers of paper or paperboard. 0380
642.12—Filing containers of paper or paperboard. 0381
642.2 —Envelopes, letter pads, and similar paper stationery. 0382
642.3 —Exercise books, albums, and other stationery of paper or paperboard. 0383
642.9 —Articles of paper pulp, paper, or paperboard, n.e.s. 0384
642.91—Cigarette paper cut to size. 0385
642.92—Carbon and other copying papers cut to size. 0386
642.93—Other paper and paperboard cut to size. 0387
642.94—Bobbins, spools, and similar supports of paper pulp, paper, or paperboard. 0388
642.99—Other articles of paper pulp, paperboard, or cellulose wadding. 0389

65 —TEXTILE YARN, FABRICS, AND RELATED PRODUCTS. COM-72-10001-0390

Textile yarn and thread

651.1 —Thrown silk and other silk yarn and thread. 0391
651.11—Silk yarn, other than noil or other waste silk, not for retail. 0392*
651.12—Yarn spun from silk waste other than noil, not for retail. 0393*
651.13—Yarn spun from noil silk, not for retail. 0394*
651.14—Silk yarn, for retail. 0395*
651.15—Silkworm gut and imitation catgut of silk. 0396*
651.2 —Yarn of wool and animal hair. 0397
651.21—Yarn of carded wool, not for retail. 0398*
651.22—Yarn of combed wool, not for retail. 0399*
651.23—Yarn of fine animal hair, not for retail. 0400*
651.24—Yarn of horsehair or other coarse animal hair, not for retail. 0401*
651.25—Yarn of wool or animal hair, for retail. 0402*
651.3 —Cotton yarn and thread, grey. 0403
651.4 —Cotton yarn and thread, other. 0404
651.41—Cotton yarn and thread, other, not for retail. 0405*
651.42—Cotton yarn and thread, other, for retail. 0406*
651.5 —Yarn and thread of flax, ramie, and hemp. 0407
651.51—Flax or ramie yarn, not for retail. 0408*
651.52—Flax or ramie yarn, for retail. 0409*
651.53—Yarn of hemp. 0410*
651.6 —Yarn and thread of synthetic fiber. 0411
651.61—Yarn of continuous synthetic fiber, not for retail. 0412
651.62—Monofil, strip, and catgut of synthetic fiber. 0413
651.63—Yarn of continuous synthetic fiber, for retail. 0414*
651.64, 65—Yarn of discontinuous synthetic fiber. 0415
651.7 —Yarn and thread of artificial fiber. 0416
651.71—Yarn of continuous artificial fiber, not for retail. 0417
651.72—Monofil, strip, and catgut of artificial fiber. 0418
651.73—Yarn of continuous artificial fiber, for retail. 0419*
651.74, 75—Yarn of discontinuous artificial fiber. 0420
651.8 —Yarn of glass fiber. 0421
651.9 —Yarn of other textile fibers. 0422
651.91—Yarn of textile fiber spun with or covered with metal. 0423†
651.92—Yarn of jute. 0424†
651.93—Yarn of other vegetable textile fibers. 0425*
651.94—Paper yarn. 0426*

Cotton fabrics, woven

652.1 —Cotton fabrics, grey. 0427
652.11—Cotton gauze, grey. 0428
652.12—Terry fabrics of cotton, grey. 0429
652.13—Other cotton fabrics, grey. 0430
652.2 —Cotton fabrics, other than grey. 0431
652.21—Cotton gauze, other than grey. 0432
652.22—Terry fabrics of cotton, other than grey. 0433
652.23—Pile and chenille fabrics of cotton. 0434
652.29—Other cotton fabrics, except grey. 0435

Textile fabrics, woven, other than cotton

653.1 —Silk fabrics. 0436
653.11—Silk fabrics, other than of noil. 0437*
653.12—Fabrics of noil silk. 0438*
653.13—Pile and chenille fabrics of silk. 0439*
653.2 —Wool fabrics. 0440
653.21—Fabrics of wool or of fine animal hair, other than pile and chenille fabrics. 0441
653.22—Pile and chenille fabrics of wool. 0442
653.3, 4—Linen, ramie, hemp, and jute fabrics. 0443
653.5 —Synthetic fabrics. 0444
653.51—Fabrics of continuous synthetic fibers, other than pile or chenille. 0445
653.52—Fabrics of discontinuous synthetic fibers, other than pile or chenille. 0446
653.53—Pile and chenille fabrics of synthetic fibers. 0447
653.6 —Artificial fiber fabrics. 0448
653.61—Fabrics of continuous artificial fibers, other than pile or chenille. 0449
653.62—Fabrics of discontinuous artificial fibers, other than pile or chenille. 0450
653.63—Pile and chenille fabrics of artificial fibers. 0451
653.7 —Knitted or crocheted fabrics. 0452
653.8 —Glass fiber fabrics. 0453
653.9 —Fabrics, n.e.s. 0454
653.91—Fabrics of metal thread or metalized yarn. 0455*
653.92—Fabrics of coarse animal hair other than horsehair. 0456*
653.93—Fabrics of horsehair. 0457*
653.94—Fabrics of vegetable textile fibers, n.e.s. 0458*
653.95—Fabrics of paper, yarn. 0459*
653.96—Pile or chenille fabrics, n.e.s. 0460*

Tulle, lace, embroidery, ribbons, and trimmings

654.0 —Tulle, lace, embroidery, ribbons, and trimmings. 0461
654.01—Narrow fabrics. 0462
654.02—Woven labels and badges in the piece or cut to size. 0463
654.03—Trimmings and other small wares, not elastic. 0464
654.04, 05—Tulle and other net fabrics, and lace. 0465
654.06—Embroidery. 0466

Special textile fabrics and related products

655 —Special textile fabrics and related products. 0467
655.1 —Felts and felt articles. 0468
655.4 —Coated or impregnated textile fabrics and products. 0469
655.41—Bonded fiber fabrics and articles. 0470
655.42—Textile fabrics coated with gum or similar substances. 0471
655.43—Textile fabrics impregnated or coated with plastic materials. 0472
655.44—Textile fabrics impregnated or coated with oil. 0473
655.45—Rubberized textile fabrics, other than knitted or crocheted. 0474
655.46—Other impregnated or coated textile fabrics. 0475
655.5 —Elastic fabrics and trimmings. 0476
655.6 —Cordage and manufactures. 0477
655.61—Cordage, cable, rope, twine. 0478
655.62—Nets and netting of cordage, rope, or twine. 0479*
655.63—Other articles of cordage. 0480*
655.7 —Hat bodies. 0481
655.71—Hat bodies of wool felt and fur felt. 0482*
655.72—Other hat bodies. 0483*
655.8 —Wadding, wicks, and textile fabrics for industrial use. 0484
655.81—Wadding and articles of wadding. 0485
655.82,83—Wicks of textile fabrics; textiles, n.e.s., for industrial use. 0486
655.9 —Special products of textile and related materials. 0487
655.91—Textile hosepiping and similar tubing. 0488*
655.92—Transmission, conveyor, or elevator belts of textile materials. 0489*

Made-up articles, wholly or chiefly of textile materials

656.1 —Bags and sacks of textile materials. 0490
656.2 —Tarpaulins, tents, and other canvas goods. 0491
656.6 —Blankets. 0492
656.61—Blankets of wool. 0493*
656.62—Blankets of cotton. 0494
656.69—Blankets, n.e.s. 0495*
656.9 —Made-up articles of textile materials, n.e.s. 0496
656.91—Household linens and other textile furnishings. 0497
656.92—Other made-up textile articles. n.e.s. 0498

Floor coverings, tapestries, etc.

657.4 —Linoleum and similar floor coverings. 0499
657.41—Floor coverings on a paper or paperboard base. 0500†
657.42—Linoleum and similar floor coverings on a textile base. 0501†
657.5,6—Carpets, carpeting, and rugs. 0502
657.7 —Tapestries. 0503

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657.8 —Mats, screens, and packings of plaiting materials. 0504

Lime, cement, and fabricated building materials

661.1 —Lime. 0505
661.2 —Cement. 0506
661.3 —Building and monumental stone, worked. 0507
661.31—Pavings and flagstones of natural stone. 0508*
661.32—Worked building or monumental stone. 0509†
661.33—Worked slate. 0510*
661.8 —Building materials of asbestos-cement, fiber-cement, and unfired nonmetallic minerals. 0511
661.81—Articles of asphalt or similar materials. 0512
661.82—Building materials of vegetable substances agglomerated with mineral binding substances. 0513
661.83—Articles of asbestos-cement or fiber-cement. 0514

Clay and refractory construction material

662.3 —Refractory bricks and other refractory construction materials. 0515
662.31—Insulating bricks of infusorial, kieselguhr, and siliceous earths. 0516†
662.32—Other refractory bricks. 0517†
662.33—Refractory cements or mortars. 0518†
662.4 —Nonrefractory ceramic bricks, tiles, pipes, and similar products. 0519
662.41-43—Building bricks; ceramic roofing tiles, piping, conduits, and guttering. 0520
662.44,45—Unglazed and glazed ceramic flags and tiles. 0521

Mineral manufactures, n.e.s.

663.1 —Grinding and polishing wheels and stones. 0522
663.11—Grinding wheels and stones for hand- or power-operated machines. 0523
663.12—Grinding stones for hand use. 0524
663.2 —Abrasive cloths and papers and similar articles. 0525
663.4 —Worked mica and mica articles. 0526
663.5 —Mineral insulating materials. 0527
663.6 —Nonceramic manufactures of mineral materials. 0528
663.61—Articles of plaster. 0529
663.62—Articles of cement or artificial stone. 0530
663.63—Other nonceramic articles of mineral substances. 0531
663.7 —Refractory products, other than construction materials. 0532
663.8 —Manufactures of asbestos; friction materials. 0533
663.81—Manufactures of asbestos, other than friction materials. 0534
663.82—Friction materials of asbestos, other mineral substances, or cellulose. 0535
663.9 —Articles of ceramic materials, n.e.s. 0536
663.91—Laboratory, industrial, and similar ceramic wares, not refractory. 0537
663.92—Other articles of ceramic materials, n.e.s. 0538

Glass

664.1 —Glass in the mass, rods, tubes, and waste glass. 0539
664.11,12—Glass, other than optical glass, in the mass; waste glass; enamel glass in the mass, rods, or tubes. 0540
664.13—Glass, other than optical and enamel glass, unworked, in balls, rods, or tubes. 0541
664.2 —Optical glass and elements, not worked. 0542
664.3 —Drawn or blown glass, unworked. 0543
664.4 —Cast, rolled, drawn, or blown glass, surface ground or polished. 0544
664.5 —Cast or rolled glass, unworked. 0545
664.6 —Bricks, tiles, and similar materials of pressed or molded glass. 0546
664.7 —Safety glass, toughened or laminated. 0547
664.8 —Sheet or plate glass mirrors. 0548
664.9 —Glass, n.e.s. 0549
664.91—Cast, rolled, drawn, or blown glass. 0550
664.92—Glass envelopes for electric lamps, electronic valves, similar articles. 0551
664.93—Clock and watch glasses. 0552
664.94—Glass fiber and products. 0553

Glassware

665.1 —Carboys, bottles, and similar containers and closures of glass. 0554
665.11—Commercial containers and stoppers of glass. 0555
665.12—Inners for vacuum vessels. 0556
665.2 —Glass tableware and other articles for household, hotel, and restaurant use. 0557
665.8 —Glass articles, n.e.s. 0558
665.81—Laboratory, hygienic, or pharmaceutical glassware. 0559
665.82—Decorative glass smallwares and ornaments of glass. 0560*
665.89—Other articles of glass, n.e.s. 0561

Pottery

666.4 —Porcelain or china household ware. 0562
666.5 —Household ware of other ceramic materials. 0563
666.6 —Other ornaments and furnishings of porcelain or other ceramic materials. 0564

Pearls and precious and semiprecious stones

667 —Pearls and precious and semiprecious stones. 0565
667.1 —Pearls, not set or strung. 0566†
667.2 —Diamonds, not set or strung. 0567
667.3 —Other precious and semiprecious stones, not set or strung. 0568
667.4 —Synthetic precious or semiprecious stones, not set or strung. 0569†

67 —IRON AND STEEL. COM-72-10001-0570

Pig iron, spiegeleisen, iron and steel powders, and ferroalloys

671.1 —Spiegeleisen. 0571†
671.2 —Pig iron, including cast iron. 0572
671.3 —Iron and steel powders, shot, and sponge. 0573
671.31—Shot, angular grit, and wire pellets of iron or steel. 0574
671.32,33—Iron or steel powders and sponge. 0575
671.4 —Ferromanganese. 0576
671.5 —Other ferroalloys. 0577

Ingots and other primary forms of iron or steel

672.1 —Puddled bars and pilings, blocks, and similar forms of iron or steel. 0578
672.3 —Ingots of iron or steel. 0579†
672.31—Ingots of iron or ordinary steel. 0580†
672.32—Ingots of high carbon steel. 0581*
672.33—Ingots of alloy steel. 0582†
672.5 —Blooms, billets, slabs, and sheet bars of iron or steel. 0583
672.51—Blooms, billets, slabs, and sheet bars of iron or ordinary steel. 0584
672.52—Blooms, billets, slabs, and sheet bars of high carbon steel. 0585*
672.53—Blooms, billets, slabs, and sheet bars of alloy steel. 0586
672.7—Iron or steel coils for rerolling. 0587
672.71,72—Coils for rerolling of iron, ordinary steel, or high carbon steel. 0588
672.73—Coils for rerolling of alloy steel. 0589
672.9 —Blanks for tubes and pipes. 0590

Iron and steel bars, rods, angles, shapes, and sections

673.1 —Wire rod of iron or steel. 0591
673.11,12—Wire rod of iron, ordinary steel, or high carbon steel. 0592
673.13—Wire rod of alloy steel. 0593
673.2 —Bars and rods, except wire rod, of iron or steel. 0594
673.21—Bars and rods, except wire rod, of iron or ordinary steel. 0595
673.22—Bars and rods, except wire rod, of high carbon steel. 0596
673.23—Bars and rods, except wire rod, of alloy steel. 0597
673.4 —Angles, shapes, and sections, 80 mm. or more, and sheet piling of iron or steel. 0598
673.41,42—Angles, shapes, and sections, 80 mm. or more, and sheet piling of iron, ordinary steel, or high carbon steel. 0599
673.43—Angles, shapes, and sections, 80 mm. or more, and sheet piling of alloy steel. 0600
673.5 —Angles, shapes, and sections, less than 80 mm., of iron or steel. 0601
673.51,52—Angles, shapes, and sections, less than 80 mm., of iron, ordinary steel, or high carbon steel. 0602
673.53—Angles, shapes, and sections, less than 80 mm., of alloy steel. 0603

Universals, plates, and sheets of iron or steel

674 —Universals, plates, and sheets of iron or steel. 0604

674.1 —Universals and heavy plates and sheets, more than 4.75 mm. thick, of iron or steel. 0605
674.11—Heavy plates and sheets of iron or ordinary steel. 0606
674.12—Heavy plates and sheets and universals of high carbon steel. 0607*
674.13—Heavy plates and sheets and universals of alloy steel. 0608
674.14—Universals of iron or ordinary steel. 0609*
674.2 —Medium plates and sheets, 3 mm. to 4.75 mm. thick, of iron or steel. 0610*
674.21—Medium plates and sheets, 3 mm. to 4.75 mm. thick, of iron or ordinary steel. 0611*
674.22—Medium plates and sheets, 3 mm. to 4.75 mm. thick, of high carbon steel. 0612*
674.23—Medium plates and sheets, 3 mm. to 4.75 mm. thick, of alloy steel. 0613*
674.3 —Plates and sheets, less than 3 mm. thick, of iron or steel, uncoated. 0614*
674.31—Plates and sheets, less than 3 mm. thick, uncoated, of iron or ordinary steel. 0615*
674.32—Plates and sheets, less than 3 mm. thick, uncoated, of high carbon steel. 0616*
674.33—Plates and sheets, less than 3 mm. thick, uncoated, of alloy steel. 0617*
674.7 —Tinned plates and sheets. 0618
674.8 —Plates and sheets, less than 3 mm. thick, of iron or steel, coated. 0619
674.81—Plates and sheets, less than 3 mm. thick, coated, of iron or ordinary steel. 0620*
674.82—Plates and sheets, less than 3 mm. thick, coated, of high carbon steel. 0621*
674.83—Plates and sheets, less than 3 mm. thick, coated, of alloy steel. 0622*

Hoop and strip of iron or steel

675.0 —Hoop and strip of iron or steel. 0623
675.01,02—Hoop and strip of iron, ordinary steel, or high carbon steel. 0624
677.03—Wire, except wire rod, of alloy steel. 0630

Rails and railway track construction material of iron or steel

676.1 —Rails of iron or steel. 0626
676.2 —Ties and other railway track material of iron or steel. 0627

Iron and steel wire, except wire rod

677.0 —Iron and steel wire, except wire rod. 0628
677.01,02—Wire, except wire rod, of iron, ordinary steel, or high carbon steel. 0629
677.03—Wire, except wire rod, of alloy steel. 0630

Tubes, pipes, and fittings of iron or steel

678 —Tubes, pipes, and fittings of iron or steel. 0631
678.1 —Tubes and pipes of cast iron. 0632
678.2,3,4—Tubes and pipes of iron (except cast iron) or steel. 0633
678.5 —Tube and pipe fittings of iron or steel. 0634

Iron and steel castings and forgings, unworked, n.e.s.

679.1 —Iron castings, rough. 0635
679.2 —Steel castings, rough. 0636
679.3 —Iron and steel forgings, rough. 0637

68 —NONFERROUS METALS. COM-72-10001-0638

Silver, platinum, and other metals of the platinum group

681.1 —Silver, unworked or partly worked. 0639
681.11—Silver, unwrought or partly worked, but not rolled. 0640
681.12—Rolled silver, unworked or partly worked. 0641
681.2 —Platinum and other platinum group metals, unworked or partly worked. 0642
681.21—Platinum and other platinum group metals, unwrought or partly worked, but not rolled. 0643†
681.22—Rolled platinum and other platinum group metals, unworked or partly worked. 0644†

Copper

682.1 —Copper and alloys, unwrought. 0645
682.11—Blister copper and other unrefined copper. 0646
682.12—Refined copper. 0647
682.13—Master alloys of copper. 0648
682.2 —Copper and alloys, worked. 0649
682.21—Bars, rods, angles, shapes, sections, and wire of copper. 0650
682.22—Plates, sheets, strip of copper. 0651
682.23—Copper foil. 0652
682.24—Copper powders and flakes. 0653
682.25—Tubes, pipes, blanks, and hollow bars of copper. 0654
682.26—Tube and pipe fittings of copper. 0655

Nickel

683.1 —Nickel and alloys, unwrought. 0656
683.2 —Nickel and alloys, worked. 0657
683.21—Bars, rods, angles, shapes, sections, and wire of nickel. 0658
683.22—Plates, sheets, strip, foil, powders, and flakes of nickel. 0659
683.23—Tubes, pipes, blanks, and their fittings, and hollow bars of nickel. 0660
683.24—Electroplating anodes of nickel. 0661

Aluminum

684.1 —Aluminum and alloys, unwrought. 0662
684.2 —Aluminum and alloys, worked. 0663
684.21—Bars, rods, angles, shapes, sections, and wire of aluminum. 0664
684.22—Plates, sheets, and strip of aluminum. 0665
684.23—Aluminum foil. 0666
684.24—Aluminum powders and flakes. 0667
684.25—Tubes, pipes, blanks, and hollow bars of aluminum. 0668
684.26—Tube and pipe fittings of aluminum. 0669

Lead

685.1 —Lead and alloys, unwrought. 0670
685.2 —Lead and alloys, worked. 0671
685.21—Bars, rods, angles, shapes, sections, and wire of lead. 0672*
685.22—Plates, sheets, and strip of lead. 0673*
685.23—Lead foil, powders, and flakes. 0674†
685.24—Tubes, pipes, blanks, their fittings, and hollow bars of lead. 0675*

Zinc

686.1 —Zinc and alloys, unwrought. 0676
686.2 —Zinc and alloys, worked. 0677
686.21—Bars, rods, angles, shapes, sections, and wire of zinc. 0678*
686.22—Plates, sheets, strip, foil, powders, and flakes of zinc. 0679*
686.23—Tubes, pipes, blanks, their fittings, and hollow bars of zinc. 0680*

Tin

687.1 —Tin and alloys, unwrought. 0681
687.2 —Tin and alloys, worked. 0682
687.21—Bars, rods, angles, shapes, sections, and wire of tin. 0683*
687.22—Plates, sheets, strip of tin. 0684*
687.23—Tinfoil, powders, flakes. 0685*
687.24—Tubes, pipes, blanks, their fittings, and hollow bars of tin. 0686*

Uranium and thorium and their alloys

688.0 —Uranium and thorium and alloys. 0687

Miscellaneous nonferrous base metals employed in metallurgy

689.3 —Magnesium and beryllium. 0688
689.31—Magnesium, unwrought. 0689
689.32—Magnesium, wrought. 0690
689.33—Beryllium. 0691
689.4 —Tungsten, molybdenum, tantalum. 0692
689.41—Tungsten (wolfram). 0693
689.42—Molybdenum. 0694
689.43—Tantalum. 0695
689.5 —Base metals, n.e.s. 0696

69 —MANUFACTURES OF METAL, N.E.S. COM-72-10001-0697

Finished structural parts and structures, n.e.s.

691.1 —Finished structural parts and structures of iron or steel. 0698
691.2 —Finished structural parts and structures of aluminum. 0699
691.3 —Finished structural parts of zinc. 0700

Metal containers for storage, transport

692.1 —Tanks, vats, and reservoirs for storage. 0701
692.11—Tanks, vats, and reservoirs for storage, of iron or steel. 0702
692.12—Tanks, vats, and reservoirs for storage, of copper. 0703
692.13—Tanks, vats, and reservoirs for storage, of aluminum. 0704
692.2 —Casks, drums, and similar containers used for transport. 0705
692.21—Casks, drums, and similar containers used for transport, of iron or steel. 0706
692.22—Casks, drums, and similar containers used for transport, of aluminum. 0707
692.3 —Compressed gas cylinders. 0708
692.31—Compressed gas cylinders of iron or steel. 0709
692.32—Compressed gas cylinders of aluminum. 0710

Wire products and fencing grills

693.1 —Wire cables and similar articles, not insulated. 0711

693.11—Wire cables and similar articles, not insulated, of iron or steel. 0712
693.12—Wire cables and similar articles, not insulated, of copper. 0713
693.13—Wire cables and similar articles, not insulated, of aluminum. 0714
693.2 —Wire of iron or steel, for fencing. 0715
693.3 —Gauze, netting, and similar articles of wire. 0716
693.31—Gauze, netting, and similar articles of iron or steel wire. 0717
693.32—Gauze, netting, and similar articles of copper wire. 0718
693.33—Gauze, netting, and similar articles of aluminum wire. 0719
693.4 —Expanded metal. 0720
693.41—Expanded metal, iron or steel. 0721*
693.42—Expanded metal, copper. 0722*
693.43—Expanded metal, aluminum. 0723*

Nails, screws, nuts, rivets, similar articles

694.1 —Nails, tacks, staples, spikes. 0724
694.11—Nails, tacks, staples, and spikes of iron or steel. 0725
694.12—Nails, tacks, staples, and spikes of copper. 0726
694.2 —Nuts, bolts, screws, rivets, and washers. 0727
694.21—Nuts, bolts, screws, rivets, and washers of iron or steel. 0728
694.22—Nuts, bolts, screws, rivets, and washers of copper. 0729

Tools for machines

695.1 —Handtools, mainly for agriculture or forestry. 0730
695.2 —Other handtools and tools for machines. 0731
695.21—Hand saws and saw blades. 0732
695.22—Pliers, metal cutting shears, files, and similar tools. 0733
695.23—Handtools, n.e.s. 0734
695.24—Interchangeable tools for hand or machine tools. 0735
695.25—Cutting blades for machines. 0736
695.26—Tool tips, unmounted, of sintered metal carbides. 0737

Cutlery

696.0 —Cutlery. 0738
696.01—Knives. 0739
696.02—Knife blades. 0740*
696.03—Razors and razor blades. 0741
696.04,05—Scissors and their blades; other articles of cutlery. 0742
696.06—Spoons, forks, and similar tableware. 0743*
696.07—Handles for cutlery of base metal. 0744*

Household equipment of base metal

697.1 —Domestic stoves, cookers, ovens, and space heaters. 0745
697.11—Domestic stoves, cookers, ovens, space heaters of iron or steel. 0746*
697.12—Domestic stoves, cookers, ovens, space heaters of copper. 0747*
697.2 —Domestic utensils of base metal. 0748
697.21—Domestic utensils of iron or steel. 0749
697.22—Domestic utensils of copper. 0750
697.23—Domestic utensils of aluminum. 0751
697.9 —Other household equipment of base metal. 0752
697.91—Steel wool, pot scourers, and polishing pads of iron or steel. 0753
697.92,93—Indoor ornaments, n.e.s., frames and mirrors of base metal. 0754

Manufactures of metal, n.e.s.

698.1 —Locksmiths' wares. 0755
698.11—Locks, padlocks, and keys of base metal. 0756
698.12—Hinges, catches, and similar base metal fittings and mountings. 0757
698.2 —Safes, strongrooms, and strongboxes of base metal. 0758
698.3 —Chain and parts of iron or steel. 0759
698.4 —Anchors, grapnels, and parts of iron or steel. 0760
698.5 —Pins and needles of iron or steel and base metal fittings. 0761
698.51—Needles for hand sewing and similar articles of iron or steel. 0762
698.52—Pins, hairpins, and curling grips of iron or steel. 0763
698.53—Clasps, hooks, buckles, and similar articles of base metal. 0764†
698.6 —Springs and leaves for springs of iron, steel, or copper. 0765
698.61—Springs and leaves for springs of iron or steel. 0766
698.62—Springs and leaves for springs of copper. 0767
698.8 —Miscellaneous articles of base metal. 0768
698.81—Chain and parts of copper. 0769
698.82—Flexible tubing and piping of base metal. 0770
698.83—Beads and spangles of base metal. 0771*
698.84—Bells, nonelectric, of base metal. 0772*
698.85—Stoppers, crown corks, and similar articles of base metal. 0773
698.86—Name plates and other signs of base metal. 0774
698.87—Soldering and welding rods, and similar products of base metal or metal carbides. 0775
698.9 —Articles of base metals, n.e.s. 0776
698.91—Articles of iron or steel, except castings and forgings in the rough state, n.e.s. 0777
698.92—Articles of copper, n.e.s. 0778
698.93—Articles of nickel, n.e.s. 0779*
698.94—Articles of aluminum, n.e.s. 0780
698.95—Articles of magnesium, n.e.s. 0781*
698.96—Articles of lead, n.e.s. 0782*
698.97—Articles of zinc, n.e.s. 0783
698.98—Articles of tin, n.e.s. 0784

7 —MACHINERY AND TRANSPORT EQUIPMENT. COM-72-10001-0785

71 —NONELECTRIC MACHINERY COM-72-10001-0786

Power generating machinery, other than electric

711.1 —Steam generating boilers. 0787
711.2 —Boiler house plant. 0788
711.3 —Steam engines. 0789
711.31—Steam engines incorporating boilers. 0790†
711.32—Steam engines not incorporating boilers. 0791†
711.4 —Aircraft engines. 0792
711.41—Internal combustion engines for aircraft. 0793
711.42—Jet and gas turbines for aircraft. 0794
711.5 —Internal combustion engines, not for aircraft. 0795
711.6 —Gas turbines, not for aircraft. 0796
711.7 —Nuclear reactor. 0797
711.8 —Engines, n.e.s. 0798
711.81—Water turbines and other water engines. 0799
711.89—Other engines, n.e.s. 0800

Agricultural machinery and implements

712.1 —Agricultural machinery for preparing and cultivating the soil. 0801
712.2 —Agricultural machinery for harvesting, threshing, sorting. 0802
712.3 —Milking machines, cream separators, and other dairy equipment. 0803
712.31—Cream separators. 0804*
712.39—Other dairy machinery. 0805*
712.5 —Tractors, other than road tractors. 0806
712.9 —Agricultural machinery and appliances, n.e.s. 0807
712.91—Presses for winemaking and similar machinery. 0808
712.99—Other agricultural machinery. 0809

Office machines

714.1 —Typewriters and checkwriting machines. 0810
714.2, 3—Calculating, accounting, and similar machines; statistical machines; electronic computers. 0811
714.9 —Office machines, n.e.s. 0812
714.91—Duplicating, addressing, and similar machines. 0813
714.92—Parts of office machinery, n.e.s. 0814

Metalworking machinery

715.1 —Machine tools for working metals. 0815
715.2 —Other metalworking machinery. 0816
715.21—Converters, ladles, ingot molds, and casting machines. 0817
715.22—Rolling mills and rolls. 0818
715.23—Gas operated welding and cutting appliances. 0819

Textile and leather machinery

717.1 —Textile machinery. 0820
717.11—Spinning and similar machines. 0821
717.12—Weaving, knitting, and similar machines. 0822
717.13—Machines auxiliary to weaving and similar machines. 0823
717.14—Machinery for manufacturing or finishing felt. 0824
717.15—Textile bleaching, washing, finishing, and similar machinery, except domestic washing machines. 0825
717.2 —Machinery for preparing and tanning hides, skins, or leather. 0826
717.3 —Sewing machines. 0827

Machines for special industries

718.1 —Papermill and pulpmill machinery, and other machinery for making paper articles. 0828
718.11—Machinery for making or finishing cellulosic pulp, paper, or paperboard. 0829
718.12—Paper cutting machines and other machinery for making articles of paper pulp, paper, or paperboard. 0830
718.2 —Printing and bookbinding machinery. 0831

NOTICE: Each Market Share Report must be purchased by an order number. To conserve space in this listing, the common prefix "COM-72-10001-" has been omitted from the individual entries and must be added to the 4-digit number following the title to form a complete order number. For example, the order number for the entry "512—Organic chemicals. 0075" is COM-72-10001-0075.

718.21—Bookbinding machinery. 0832
718.22—Type-making and type-setting machinery. 0833
718.29—Other printing machinery, n.e.s. 0834
718.3 —Food processing machinery, except domestic. 0835
718.31—Machinery for milling grain. 0836
718.39—Other food processing machinery, except domestic. 0837
718.4 —Construction and mining machinery. 0838
718.41—Road rollers, mechanically propelled. 0839
718.42—Excavating, leveling, boring, and similar machinery. 0840
718.5 —Mineral crushing, sorting, molding, and glassworking machinery. 0841
718.51—Mineral crushing, sorting, and similar machinery. 0842
718.52—Glassworking machinery. 0843

Nonelectric machinery and appliances and machine parts, n.e.s.

719.1 —Heating, cooling equipment. 0844
719.11—Gas generators. 0845
719.12—Air-conditioning machines. 0846
719.13—Furnace burners and mechanical stokers. 0847
719.14—Industrial and laboratory furnaces and ovens, nonelectric. 0848
719.15—Refrigerators, except domestic, and other refrigerating equipment. 0849
719.19—Other apparatus for treating materials with heat or cold, except for domestic use. 0850
719.2 —Pumps and centrifuges. 0851
719.21—Pumps for liquids. 0852
719.22—Pumps and compressors for air and gases. 0853
719.23—Centrifuges, except cream separators, and filtering and purifying machinery for liquids and gases. 0854
719.3 —Mechanical handling equipment. 0855
719.31—Lifting and loading machinery. 0856
719.32—Fork lift and other industrial trucks for moving goods within a plant. 0857
719.4 —Domestic appliances, nonelectric. 0858
719.41—Domestic food processing appliances, nonelectric. 0859
719.42—Domestic refrigerators, nonelectric. 0860
719.43—Domestic water heaters, nonelectric. 0861
719.5 —Power tools. 0862
719.51—Machine tools for working minerals. 0863
719.52—Machine tools for working wood, plastics, and other hard carving materials. 0864
719.53—Motorized handtools, nonelectric. 0865
719.54—Parts and accessories of machine tools. 0866
719.6 —Other nonelectric machinery. 0867
719.61—Calendering and similar rolling machines, n.e.s., and their cylinders. 0868
719.62—Bottling and packaging machinery: dishwashing machines. 0869
719.63—Weighing machinery. 0870
719.64—Spraying machinery. 0871
719.65—Automatic vending machines. 0872
719.66—Railway track fixtures and fittings. 0873
719.7—Ball, roller, or needle-roller bearings. 0874
719.8 —Machinery and appliances, n.e.s. 0875
719.9 —Parts and accessories of machinery, n.e.s. 0876
719.91—Molding boxes for metal foundry and molds, except ingot molds. 0877
719.92—Taps, cocks, valves, and similar appliances, n.e.s. 0878
719.93—Transmission shafts and cranks, pulleys, and similar machinery. 0879
719.94—Metal-plastic joints. 0880
719.99—Machinery parts, nonelectric, n.e.s. 0881

72 —ELECTRIC MACHINERY, APPARATUS, AND APPLIANCES. COM-72-10001-0882

Electric power machinery and switchgear

722.1 —Electric power machinery. 0883
722.2 —Switchgear and other electric circuit apparatus. 0884

Equipment for distributing electricity

723.1 —Insulated wire and cable. 0885
723.2 —Electrical insulating equipment. 0886
723.21—Electrical insulators. 0887*
723.22—Other insulating fittings for electrical equipment. 0888*
723.23—Electrical conduit tubing and joints, of base metal lined with insulating material. 0889*

Telecommunications apparatus

724.1 —Television broadcast receivers. 0890
724.2 —Radio broadcast receivers. 0891
724.9 —Telecommunications equipment, n.e.s. 0892
724.91—Electrical line telephone and telegraph equipment. 0893
724.92—Microphones, loudspeakers, and amplifiers. 0894
724.99—Other telecommunications equipment. 0895

Domestic electrical equipment

725.0 —Domestic electric equipment. 0896
725.01—Domestic refrigerators, electric. 0897
725.02—Domestic washing machines, whether or not electric. 0898
725.03—Electromechanical domestic appliances, n.e.s. 0899
725.04—Electric shavers and hair clippers. 0900
725.05—Electric space and water heaters and similar equipment. 0901

Electric apparatus for medical purposes and radiological apparatus

726.1 —Electromedical apparatus. 0902
726.2 —X-ray apparatus. 0903

Other electric machinery and apparatus

729.1 —Batteries and accumulators. 0904
729.11—Primary batteries and cells. 0905
729.12—Electric accumulators (storage batteries). 0906
729.2 —Electric lamps. 0907
729.3 —Electron tubes, transistors, and other semiconductor devices. 0908
729.4 —Automotive electric equipment. 0909
729.41—Electric starting and ignition equipment for internal combustion engines. 0910
729.42—Electric lighting and similar equipment for vehicles. 0911
729.5 —Electric measuring and controlling instruments. 0912
729.51—Electricity supply meters. 0913
729.52—Other electric measuring and controlling instruments. 0914
729.6 —Electromechanical handtools. 0915
729.7 —Electron and proton accelerators. 0916
729.9 —Electric machinery and apparatus n.e.s. 0917
729.91—Electromagnets, permanent magnets, and electromagnetic appliances. 0918
729.92—Electric furnaces, welding and cutting apparatus. 0919
729.93—Electric traffic control equipment. 0920
729.94—Electric signaling apparatus, n.e.s. 0921
729.95—Electrical condensors. 0922
729.96—Electrical carbons. 0923
729.98—Electric parts of machinery and appliances, n.e.s. 0924
729.99—Other electric goods and apparatus, n.e.s. 0925

73 —TRANSPORT EQUIPMENT. COM-72-10001-0926

Railway vehicles

731.1 —Steam railway locomotives and tenders. 0927*
731.2 —Electric railway locomotives, not self-generating. 0928
731.3 —Railway locomotives, not steam or electric. 0929
731.4 —Self-propelled railway cars. 0930
731.5 —Railway passenger cars, not self-propelled. 0931
731.6 —Railway freight and maintenance cars, not self-propelled. 0932
731.61—Railway service vehicles. 0933
731.62—Railway freight cars. 0934
731.63—Road-rail and similar containers. 0935
731.7 —Parts of railway locomotives and rolling stock, n.e.s. 0936

Road motor vehicles

732.1,6—Passenger cars and chassis with engines mounted. 0937
732.2 —Buses. 0938
732.3,5—Trucks and tractors for tractor-trailers. 0939
732.4 —Special purpose trucks and vans. 0940
732.7 —Other chassis with engines mounted. 0941*
732.8 —Motor vehicle bodies, chassis, and other parts, except for motorcycles. 0942
732.81—Bodies for motor vehicles, except motorcycles. 0943
732.89—Other parts for motor vehicles, except motorcycles. 0944

732.9 —Motorcycles, motorized cycles, and parts. 0945
732.91—Motorcycles, autocycles, and side-cars. 0946
732.92—Parts for motorcycles, autocycles, and sidecars. 0947

Road vehicles other than motor vehicles

733 —Road vehicles other than motor vehicles. 0948
733.1 —Bicycles and other cycles, and parts. 0949
733.11—Bicycles and other cycles. 0950
733.12—Parts of bicycles and other cycles. 0951
733.3,4—Trailers and other vehicles, not motorized; invalid carriages. 0952

Aircraft

734 —Aircraft. 0953
734.1 —Aircraft, heavier than air. 0954
734.9 —Airships, balloons, and parts of aircraft, airships, and balloons. 0955
734.91—Airships and balloons. 0956
734.92—Parts of aircraft, airships, and balloons. 0957

Ships and boats

735.1 —Warships. 0958
735.3 —Ships and boats, except warships. 0959
735.8 —Ships and other vessels for breaking up. 0960
735.9 —Ships and boats, n.e.s. 0961
735.91—Tugs. 0962
735.92—Dredgers and other special purpose vessels. 0963
735.93—Buoys and other floating structures. 0964.

8 —MISCELLANEOUS MANUFACTURED ARTICLES. COM-72-10001-0965

Sanitary, plumbing, heating, and lighting fixtures and fittings

812.1 —Central heating apparatus. 0966
812.2 —Sinks, wash basins, and other sanitary and plumbing fixtures of ceramic materials. 0967
812.3 —Sinks, wash basins, and other sanitary and plumbing fixtures of iron or steel. 0968
812.4 —Lighting fixtures, lamps, and lanterns. 0969
812.41—Illuminating and signaling glassware. 0970
812.42—Lamps, lighting fittings, and parts of base metal. 0971
812.43—Flashlights, and other portable lamps. 0972

Furniture

821.0 —Furniture. 0973
821.01—Chairs and parts. 0974*
821.02—Medical and similar furniture and parts. 0975
821.03—Mattresses and similar stuffed furnishings. 0976
821.09—Furniture and parts, n.e.s. 0977

Travel goods, handbags, similar articles

831.0 —Travel goods, handbags, and similar articles. 0978

Clothing, except fur clothing

841 —Clothing, except fur clothing. 0979
841.1 —Clothing, not knitted or crocheted. 0980
841.11—Men's and boys' outer garments, not knitted or crocheted. 0981
841.12—Women's, girls', infants' outer garments, not knitted or crocheted. 0982
841.13—Men's and boys' under garments, not knitted or crocheted. 0983
841.14—Women's, girls', infants' under garments, not knitted or crocheted. 0984
841.2 —Clothing accessories, not knitted or crocheted. 0985
841.21—Handkerchiefs. 0986
841.22-24—Shawls, scarves, ties, collars, cuffs, and similar accessories, not knitted or crocheted. 0987
841.25—Corsets, suspenders, similar articles, including knitted or crocheted. 0988
841.26—Gloves, stockings, and socks, not knitted or crocheted. 0989
841.29—Other clothing accessories, n.e.s. 0990
841.3 —Leather clothing and accessories. 0991
841.4 —Clothing and accessories, knitted or crocheted. 0992
841.41—Gloves, knitted or crocheted, not elastic or rubberized. 0993
841.42—Stockings and socks, knitted or crocheted, not elastic or rubberized. 0994
841.43—Under garments, knitted or crocheted, not elastic or rubberized. 0995
841.44—Outer garments, knitted or crocheted, not elastic or rubberized. 0996
841.45—Knitted or crocheted fabric, elastic or rubberized. 0997
841.5 —Headgear. 0998
841.51—Headgear of felt. 0999
841.52—Headgear, plaited. 1000*
841.53—Headgear, knitted, crocheted, or of textile fabric, except felt. 1001*
841.54—Headbands, linings, and other parts of headgear. 1002
841.59—Other headgear. 1003*
841.6 —Rubber clothing, accessories. 1004.

Fur clothing

842.0 —Fur clothing. 1005
842.01—Articles of furskins. 1006
842.02—Artificial fur and articles. 1007

Footwear

851.0 —Footwear. 1008
851.01—Footwear, rubber or plastic. 1009*
851.02—Footwear with soles of leather, rubber, or plastic. 1010*
851.03—Footwear with soles of wood or cork. 1011*
851.04—Footwear with soles of other materials. 1012*
851.05—Gaiters, spats, leggings, and similar articles. 1013*

Scientific, medical, optical, measuring, controlling instruments and apparatus

861.1 —Optical elements. 1014
861.11—Optical elements, unmounted. 1015
861.12—Optical elements, mounted. 1016
861.2 —Spectacles and frames. 1017
861.21—Frames and parts for spectacles. 1018†
861.22—Spectacles and similar articles. 1019†
861.3 —Binoculars, microscopes, and other optical instruments. 1020
861.31, 32—Binoculars and refracting telescopes, n.e.s.; astronomical instruments and their mountings. 1021
861.33—Microscopes and diffraction apparatus, electron and proton. 1022
861.34—Compound optical microscopes. 1023
861.39—Optical appliances and instruments, n.e.s. 1024
861.4 —Photographic cameras other than motion-picture; flashlight apparatus; photocopiers. 1025
861.5 —Motion-picture cameras, projectors, and sound recorders. 1026
861.6 —Photographic and motion-picture apparatus, n.e.s. 1027
861.61—Image projectors, enlargers, and reducers, except motion-picture. 1028
861.69—Photographic equipment, n.e.s. 1029
861.7 —Medical instruments. 1030
861.71—Medical instruments and appliances, except electromedical. 1031
861.72—Mechanotherapy appliances and similar apparatus. 1032
861.8—Meters and counters, nonelectric. 1033
861.81—Gas or liquid supply meters. 1034
861.82—Revolution, production, and similar counting devices. 1035
861.9 —Measuring, controlling, and scientific instruments. 1036
861.91—Surveying and similar instruments. 1037
861.92—Balances. 1038
861.93—Drawing, measuring, calculating, and similar instruments. 1039
861.94—Technical models for demonstration. 1040
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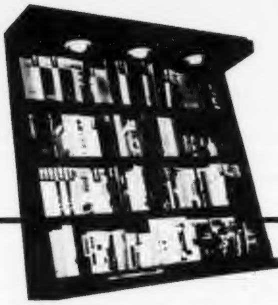

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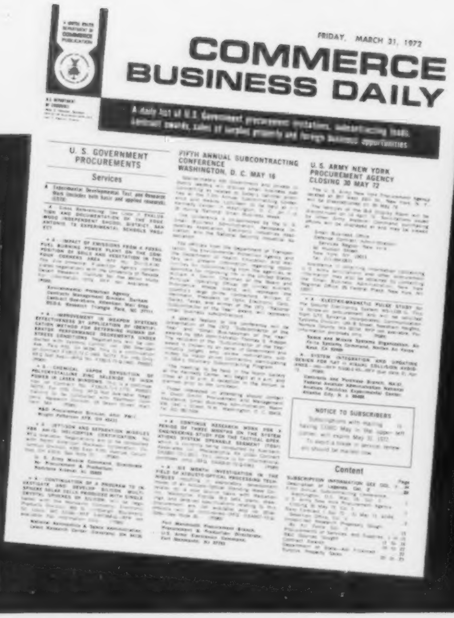

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